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CANADIAN GROCER

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THE MACLEAN PUBLISHING COMPANY, LTD.

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CROWN BRAND SYRUP

Pure Corn Syrup for table use, for cooking and candy making

Delicious With Hot Pancakes

Spring time is pancake time and with the pan and griddle cakes, hot biscuits, etc., comes the demand for syrup.

Crown Brand Corn Syrup has won a high position in the Canadian kitchen and on the Canadian table. It is pure, appetizing and wholesome, free from rank flavors, but has a delicious flavor all its own.

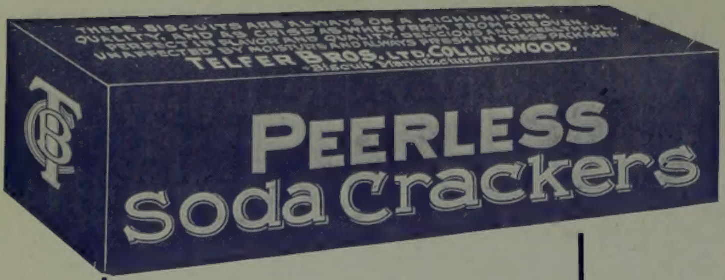
Order your stock now.

The CANADA STARCH COMPANY
LIMITED

Manufacturers of
Edwardsburg Brands

CARDINAL and BRANTFORD

A Few Of Telfer's Lines


THESE BISCUITS ARE ALWAYS OF A HIGH UNIFORM QUALITY, AND AS CRISP AS WHEN FRESH FROM THE OVEN. PERFECT IN FLAVOR AND QUALITY, DELICIOUS AND HEALTHFUL. UNAFFECTED BY MOISTURE AND ALWAYS FRESH IN THESE PACKAGES.
TELFER BROS. LTD. COLLINGWOOD.
Biscuit Manufacturers
TBO
PEERLESS
Soda Crackers

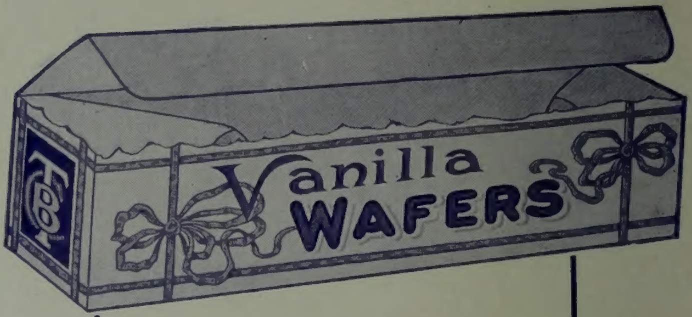
If your customers are cracker cranks you can please them with Telfer's Peerless Soda Crackers or Cream Sodas. They are always fresh, crisp and creamy.

A particularly pleasing wafer when used with boullion cups or soups. It fills the demand for a light lunch wafer—cheese and wafers.

An exceedingly wholesome and nutritious food is embodied in the Telfer Graham Wafers. They are thin, crisp and very palatable.

OATMEAL CRACKERS
AN UNEQUALLED HEALTH FOOD AND AN AID TO WEAK DIGESTION
MADE BY TELFER BROS. LTD. BISCUIT MANUFACTURERS, COLLINGWOOD, ONT.
TBO
OATMEAL
CRACKERS
HIGH GRADE BISCUITS
TELFER BROS, LIMITED.
COLLINGWOOD, ONT.

What can be more in demand than these healthful crackers—Telfer's Oatmeal crackers are prime favorites around the home both with the children and grown-ups.



The Telfer Vanilla Wafers are satisfying and delightfully pleasing to the most delicate palate. They are dainty, yet quite inexpensive.

Push Telfer's Fancy Biscuits For Your Own Profit

Write For Prices

Telfer Bros., Limited, Collingwood, Ont.

Branches : TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM

IT PAYS

Griffin & Skelley's Dried Fruits

Seedless Raisins, Prunes, Dried Apricots, Peaches and Pears, in all their original goodness. A revelation to the grocer who has been buying other brands.

Taylor's Peels *Candied or Drained*

Taylor's Lemon, Citron and Orange Peels are made from the best imported fruit skins. They represent the height of high quality. They are not hard and dry.

Cox's Gelatine

Served with fresh, ripe fruit, Cox's Instant Jelly Powder makes a delicious dessert. Perfectly pure—British made.

TO SELL.

Coco Fruitine *Nourishing, Palatable Vegetable Butter*

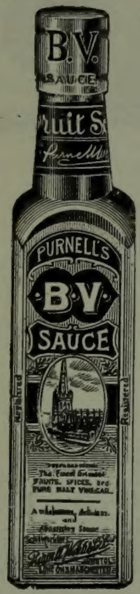
Coco Fruitine improves cooking and baking. Its purity, rich, delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife.

CODOU'S *Macaroni, Vermicelli, Etc.*

Finest Taganrog Russian Wheat is used in the manufacture of the Codou products. Genuine French products made by Felix Codou.

ARTHUR P. TIPPET & CO.
Agents
Montreal *Toronto*

PURE FOODS



PURITY is first in

PURNELL'S

Malt Vinegar

Sauces and Pickles

For 150 years we have been making Pure Malt Vinegar, and this combined with the finest ingredients have made our Pure Pickles and Sauces appeal to the most discriminating palates.

PURNELL'S and PURITY are synonymous.

Prices and samples from our agents:

J. Billman, Pickford & Blacks Wharf, Halifax, N. S.
J. Hunter White, Manufacturers' Agent, St. John, N.B.
A. W. Dunn, St. Peter Street, Quebec.
C. S. Harding, Canada Life Building, Montreal.
Lind Brokerage Co., 40 Wellington Street E., Toronto.
L. H. Millen, Commission Agent, Hamilton.
Escott & Harmer, Commission Agents, Winnipeg.
Escott & Harmer, Commission Agents, Calgary, Alta.
Escott & Harmer, Commisssion Agents, Edmonton, Alta.
C. E. Jarvis & Co., Mercantile Buildings, Vancouver, B.C.

PURNELL & PANTER
LIMITED
Bristol - ENGLAND

PURE
MALT
VINEGAR
PURNELL'S
ESTD 1750

The Value of Suggestion

in selling Reindeer Brand Coffee or Cocoa is unlimited. The advantages of these two wholesome and delicious drinks are so numerous that a suggestion dropped whenever opportunity offers will make many additional sales.

**B
O
R
D
E
N
'S**

Reindeer Coffee and Cocoa

are just the drinks

For Callers in the afternoon or evening, it is convenient to be able to serve Coffee or Cocoa without the trouble of preparing it—boiling water is all that is needed for "Reindeer" Coffee or Cocoa.

For Mid-day Business Lunches—With a tin of Coffee or Cocoa in the office or store, the discomfort of the dry lunch minimized.

For Roomers.—With a small spirit stove or heater hot water can be had in a minute and a cup of Coffee or Cocoa made at any hour.

For the Student—burning the midnight oil, knows the comfort of a cup of hot Coffee or Cocoa during the interval of study. It is quickly made.

For Travellers by land or water, should have some with them.

For Camping and Excursion Parties—can stow away a quantity in very small compass. Without troubling about milk and sugar.

Every housekeeper should keep it in the house. SHE WILL IF YOU **SUGGEST** SOME OF THE USES.

BORDEN MILK CO., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office : No. 2 Arcade Bldg., Vancouver.

One For Every Grocer

$30

No. 216
Detail Adder

NO MATTER how large or how small your business is, there is a sort and size of National Cash Register built to serve your particular requirements.

$50

No. 313
Total Adder

$75

No. 333
Total Adder

The one for your business will save you money, pays for itself out of part of the money that it saves, and insures you more profit.

It will encourage clerks to sell more goods, prevent misunderstandings, and benefit customers.

$55

No. 1023
Drawer Operated

$135

No. 416
Total Adder, Sales-Strip Printer

The prices range from $30 to $900.

Tell us how many clerks you employ, and we will furnish you with complete information regarding a register built to meet the particular needs of your store.

$100

No. 337
Total Adder

The National Cash Register Company
285 Yonge Street Toronto
Canadian Factory Toronto

$300

No. 452
Total Adder, Receipt and Sales-Strip Printer

$200

No. 143
Sales-Strip Printer
For Cashiers.

$430

No. 542
Total Adder, Receipt and Sales-Strip Printer with Separate Departments or Clerk's Adding Wheels.

$595

No. 562-6
Total Adder, Receipt and Sales-Strip Printer with Separate Counters and Drawers for Six Clerks.

$900

No. 598G-EL-9
Counters and Drawers for Nine Clerks. Electrically Operated and Illuminated.

$565

No. 572-4
Total Adder, Receipt and Sales-Strip Printer with Separate Counters and Drawers for Each Clerk.

SIMCOE
BAKED BEANS

are everywhere admitted to be first in quality, because of the great care taken in the selection of beans and spices. Long experience, perfect equipment and close observance of rigid sanitary conditions, have all played a part in gaining the confidence and support of the best trade in Canada—

AND THAT TRADE IS OURS.

3's Family size contains more beans at a smaller price. A nourishing meal for an entire family.

DOMINION CANNERS
LIMITED
Hamilton, Canada.

10c

DIAMOND CLEANSER

"DIAMOND CLEANSER" a product for cleaning and scouring various household materials and articles such as sinks, baths, tiles, cutlery, kitchen utensils, etc., etc. It is the most efficient cleanser in the market. It has the advantage of being

Absolutely ODORLESS and is HARMLESS to the HANDS

WE ALSO MANUFACTURE

DIAMOND WASHING POWDER

It is especially recommended for washing laces and fine fabrics without in any way injuring them. It is also good to use in the weekly wash and for washing dishes etc.

A TRIAL WILL CONVINCE
GUARANTEED SATISFACTION
Ask Your Wholesaler for them

Diamond Cleanser Mfg. Co.
LIMITED
291 Arthur Street TORONTO

QUALITY FIRST

has always been the motto of the Clark establishment and the enormous and rapidly increasing demand for Clark's PORK and BEANS is undoubtedly due to the care exercised in their preparation.

Clark's Pork and Beans

are your best sellers.
They are known and appreciated by the consumer.
They are advertised in a manner calculated to hold and increase your sales.
Prices to dealer and consumer are right.

CLARK'S ARE LEADERS

W. CLARK, - MONTREAL

Secret of a Package Tea Success

Quality Made Trade When the Trade Became Acquainted With the Quality

That is the history briefly of Red Rose Tea.

The retail grocery trade of Canada have found that it pays to push Red Rose Tea because it gives their customers greater satisfaction than any other tea.

It merits your confidence, too, because every package is up to the same high standard. You know you can recommend it to your customers with the absolute assurance that it will please them and keep on pleasing them.

The increase in the Red Rose Tea business has been enormous. Its remarkable success has been due to the confidence and friendliness its quality has inspired in the grocer.

Red Rose Tea

"is good tea"

Head Office: ST. JOHN, N.B.
Western Branches:
Winnipeg, 156 Lombard St.
Calgary, 322-326 Ninth Ave. W.

T. H. Estabrooks Co., Ltd.
7 Front St. East, TORONTO

The Ideal Time

to put Maple Syrup to the fore is **NOW**. Manufactured Syrups can be had throughout the year but NOW is the time when Nature's Pure Product — Maple Syrup, **PRIDE OF CANADA BRAND**, holds sway. Your customers want only the Pure and Genuine, sell them "Pride of Canada!" Government tests have proven the quality. Order at once.

Maple Tree Producers' Association,

LIMITED

MONTREAL

PEOPLE in every corner of your field of trade

will tell you that "Hirondelle Brand" Alimentary Pastes are unexcelled for quality and deliciousness—as good as any imported. Only the highest quality Canadian hard wheat flour is used in the production of

"HIRONDELLE BRAND"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc.

Dealers appreciate the profitable selling qualities of these pastes.

Get a stock—display—and see it go.

The C. H. Catelli Company

LIMITED

MONTREAL, - - - CANADA

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

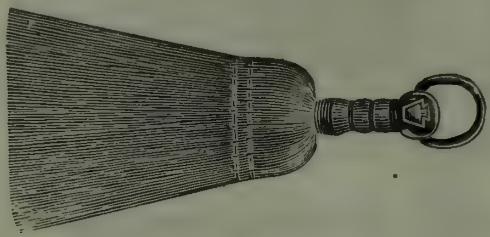
Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. A. Rankine, 4 Wright St., St. John, N.B.

TWO CENTS PER WORD

with a Want Ad. in this paper.
You can talk across the continent for two cents per word



Do You Handle WHISKS?

Most broom manufacturers make a few whisks just to work up their short broom corn, but we specialize on this line and each season visit the district where Whisk Corn is grown, selecting a number of the choicest crops to be used entirely in whisks. At present we are offering two lines at extra special value to the Jobbing Trade.

Write for samples.

STEVENS-HEPNER CO., Limited
PORT ELGIN, ONTARIO

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen,
can be obtained from

W. G. PATRICK & CO.
LIMITED
St. Paul St., Montreal.
York St., Toronto.

A
House
old enough to
have a reputation,
young enough to
be abreast
of the
times

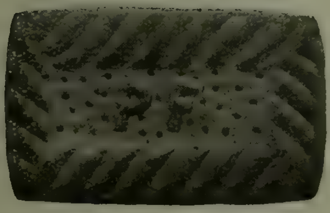
Packer's
Celebrated
Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS

Mr. J. P. Wright is now in Canada and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,**
England

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

BEANS AND PEAS

- White Haricot Beans
- White Pea Beans
- Rangoon Beans
- Large White Peas
- Split Peas
- New Zealand Butter
- Rice
- Lentils
- Pearl Barley
- Pot Barley
- Pea Flour
- Potato Flour
- Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,
23, St. Mary Axe, London, E.C. (England)
Cables: "CHYLE, LONDON."
(A.B.C. Code, 5th Edition used.)

RED RIDING HOOD BRAND

5 lb.
SLIP
TOP
CAN

5 lb.
SLIP
TOP
CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

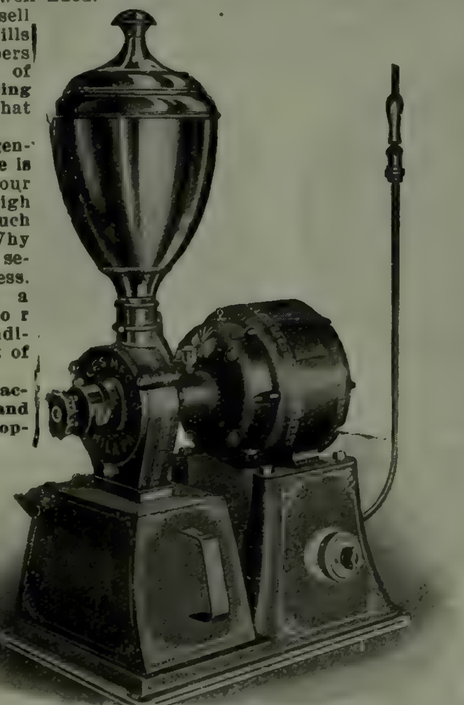
THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

Handle "Club House" Brand Olives.

Send your orders to-day.

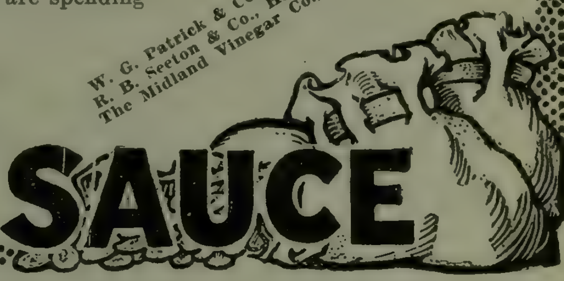
Gorman, Eckert & Co., Ltd.
London, Ontario

Western Selling Agents
MASON & HICKEY,
WINNIPEG

ENGLAND'S MOST POPULAR SAUCE

is now selling freely over here—nearly all the leading grocers make a leading line of H.P., and obtain the full benefit of the money we are spending in advertising. Wouldn't it be worth your while to stock

H.P.



W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

N. C. BRAND CATSUP

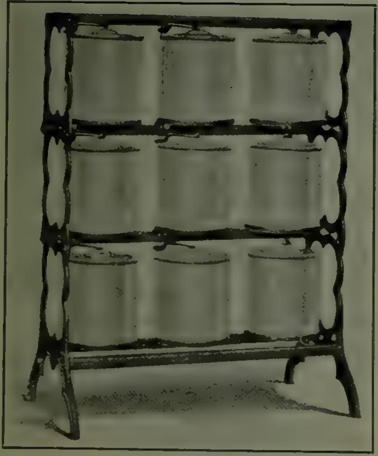
Is Pure Sales Sure Profits Good

Jams Jellies Maple Syrup Mince Meat

Gold Lined Tins Embossed Labels

NATIONAL CANNERS, LIMITED

Hamilton, Ontario



Sanitary Sectional Jar Cases

CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and sanitary. This case will sell goods for you because it is doing it for others.

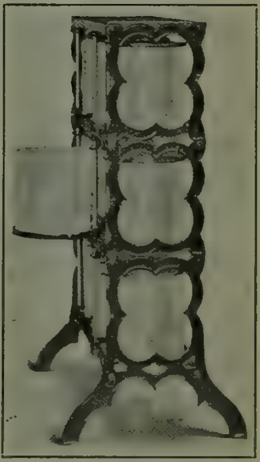
Capacity of Jars, 2 Gallons Each

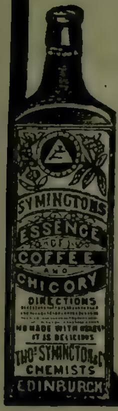
Catalog of complete line free.

Write at once for our attractive proposition to "live wires" to represent us in Canadian territory. Many of our representatives clear over $3,000.00 a year.

Koren Manufacturing Company

5402-4 Windsor Ave., N. E. CLEVELAND, OHIO





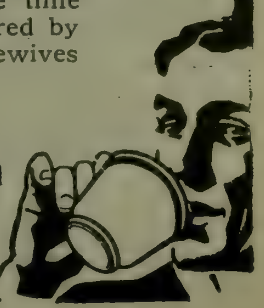
SYMINGTON'S COFFEE ESSENCE

is the standard of quality and excellence. There is no other Coffee Essence to equal it. Made by the most expert coffee-cooks who devote their whole time and attention to the manufacture of Coffee Essence. The demand—fostered by continuous up-to-date advertising—is constant, and discriminating housewives everywhere insist upon having the premier brand.

GET FULL PARTICULARS, SHOWCARDS AND PRICES TO-DAY.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.



Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car
Corn, Peas or Evaporated Apples
write us
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
TAYLOR & PRINGLE

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Commission and Buying Agents.
Facilities for Stocking.
Ready to handle Foreign and Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference: The Bank of Montreal.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

FIREPROOF WAREHOUSE
We solicit your business for Storage and as Forwarding Agents.
The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address: —
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

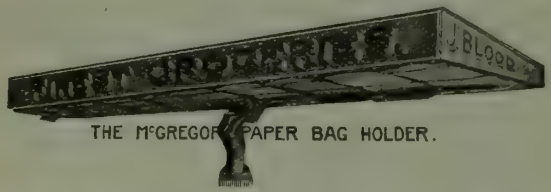
Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD
(Best Incorrodible)
Buy "PRIDE OF THE ISLAND" Brand
as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of
POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.

RICE'S SALT
"The Salt That's All Salt"

Pure Salt to the very last grain, uniform and of superior quality. Send for a trial order and prove for yourself that Rice's is all we claim it to be.

Write for prices. Prompt Shipment

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON, .:. ONT.

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

St. Lawrence Granulated

THE CANADIAN STANDARD OF QUALITY

99$\frac{99}{100}$% to 100% pure Cane Sugar

GILMOUR'S

ANTISEPTIC HAND CLEANER

10c. Price is Right 10c.

If you secure a sample you can easily judge our claim—that GILMOUR'S has now assumed the lead in every respect, even if the price is lower.

Specially prepared so that no injury can be done to the hands.

Excellent for cleaning bath tubs, pots, pans, etc.

AGENTS CORRESPOND.

GILMOUR SOAP COMPANY
MONTREAL

STUART'S HIGH CLASS MARMALADES

Stuart's Pure Grape Fruit Marmalade, a new specialty which is selling rapidly.

Stuart's Pure Orange Marmalade, a product of exceptionally good flavor. The result of the application of scientific principles in the process of manufacture.

Both lines yield excellent profits.

Stuart Limited
SARNIA, Ont.

The Lower Shelf

Near Your Hand

That's the place for BOVRIL

It's a ready seller. QUALITY backed up by customer-producing advertising makes it a steady profit-winner.

ONLY THE BEST THAT'S IN BEEF GOES INTO BOVRIL.

BOVRIL LIMITED
MONTREAL

THEY'LL LIKE THE TASTE— YOU'LL LIKE THE PROFITS

Every sale of Banner Brand Jams, Jellies or Marmalades means a pleased customer. There being absolutely no preservatives used in their manufacture—just the pure, luscious fruit and best granulated sugar.

BANNER L&B BRAND

JAMS, JELLIES and MARMALADES

comply with every requirement of the Pure Food and Drugs Act of Canada. The purity and deliciousness is appreciated by the people, while the profits and sales are appreciated by the dealer.

Put up in 12 oz. glass jars, 2, 5 and 7-lb. gold lacquered tin pails, and 30-lb. wooden pails.

Our prices are unequalled for the quality.

LINDNER & BENNER
370 DUFFERIN STREET TORONTO
Phone Park 2985
REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

Japan Teas

We are now taking **IMPORT ORDERS** for new season's, but secure a few lines of last season's on the spot while they are available.

FURUYA & NISHIMURA

MONTREAL NEW YORK CHICAGO

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

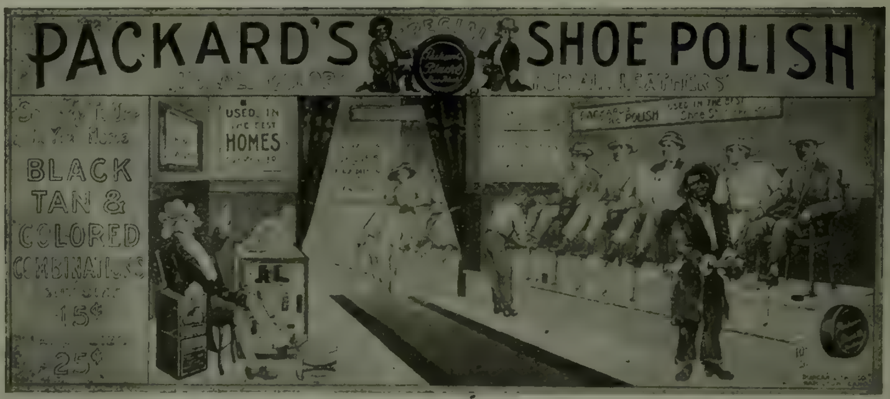
HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

OUR ADVERTISING CAMPAIGN STARTS SOON—

ARE YOU READY TO MEET THE DEMAND

LOOK
OVER
YOUR
STOCK


PACKARD'S
SHOE POLISH
USED IN THE BEST HOMES
BLACK TAN & COLORED COMBINATIONS
15¢
25¢
PACKARD'S POLISH USED IN THE BEST SHOE

SEND
FOR
OUR
ILLUSTRATED
PRICE
LIST

A fac-simile of our 24 sheet poster. In several colors; size 21 feet long, 9 ft. 3 in. high.

Will soon be on the billboards, from coast to coast

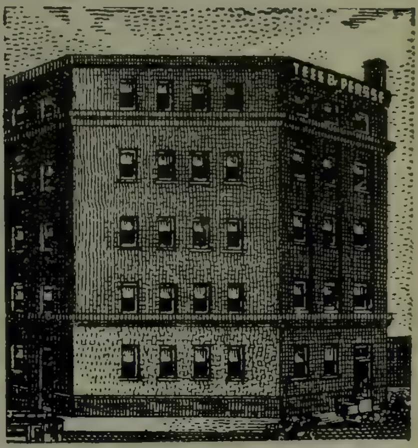
PACKARD'S "SPECIALS" ARE MONEY MAKERS FOR YOU

L. H. PACKARD & CO., LIMITED
MONTREAL

TEES & PERSSE LIMITED

Manufacturers, Agents and Warehousemen

WINNIPEG WAREHOUSE



REGINA WAREHOUSE

For twenty-seven years we have been represented in Western Canada by

TEES & PERSSE LIMITED

Their warehouses at

Fort William
Winnipeg
Regina
Moose Jaw
Saskatoon
Calgary
Edmonton

are stocked at all times with our wares :

Matches, Woodenware, Fibreware, Washboards, Wrapping Paper, Paper Bags, Printing Paper, Paper Cutters, etc.

SASKATOON WAREHOUSE

MOOSE JAW WAREHOUSE

CALGARY WAREHOUSE

EDMONTON WAREHOUSE

Their operations extend

"From the Great Lakes to the Rockies,"

The E. B. Eddy Co., Limited
Hull, Canada

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Assocation

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Canada

The "Pleases" of E. D. S. Jams

"E.D.S." Jams "please" the grocer, who by selling and putting to the front these lines, builds up for himself a strong trade and assures himself of a good margin of profit.

"E.D.S." Jams "please" the customer who enjoys their delicious flavor knowing that he is eating the finest selected fruit, free from any preservatives or coloring matter. Quality is the highest. Purity is the feature in all E.D.S. products—Jams, Jellies, Marmalades, Catsups, Grape Juice, Pork and Beans, Etc.

See Government Bulletin No. 244 and satisfy yourself as to the quality and purity of E.D.S. Jams.

Made only by

E. D. SMITH
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

E
D S

Add $5.00 to Your Weekly Salary

DO you want to increase your salary by at least $5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn $5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,
143-149 University Avenue, - TORONTO, Ont.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Every Time a Figure is Copied There is Chance for a Mistake

When an entire account is copied, chances of mistakes and loss are increased still further.

Do you realize how your business is endangered by losses and disputes through mistakes that may occur when 100 or more accounts are copied.

THE McCASKEY ACCOUNT SYSTEM

keeps your accounts totalled to the minute with one writing, made at the time when purchase is made.

The McCaskey Account System keeps close tab on all your credit customers, checks long running accounts, improves collections, saves disputes, accounting worries and late hours over unbalanced accounts.

Get some McCaskey literature, it is interesting. Sent free on request.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER Co.
LIMITED
TORONTO :-: :-: ONTARIO
Trafford Park, Manchester, Eng.

The Largest Manufacturers of Carbon Coated Salesbooks in the World.

Showing Electric Recorder and Cash Till

Conforms to the Government's Standard

SHIRRIFF'S True Vanilla conforms to the standard of the Dominion Government's New Pure Food Law which is now in effect. In fact, we are pleased to state that

Shirriff's

True Vanilla

is stronger than the Government's Standard for purity. It is absolutely pure, being the extract of the finest Mexican Vanilla Beans.

So far the Pure Food Law only fixes a standard for Vanilla and Lemon Extracts. But you can depend on all Shirriff's Extracts being high-class — well worthy of your strongest recommendation.

Look up your stock of Shirriff's Extracts. Perhaps some lines are getting low. And now that the Pure Food Law is in force, the demand for absolutely pure Vanilla and Lemon Extracts will be greater than ever.

Imperial Extract Co.
Steiner and Matilda Streets
Toronto

A Bargain.

NOBODY but the leader of a forlorn hope dare come between a woman and a bargain. Just drop a hint that

GIPSY
STOVE GLOSS

is a real Black Lead bargain—it's enough—you make a bargain sale, and after, should you ever be tempted to offer something "just as good," well—it's your risk.

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

ROYAL
SALAD DRESSING

belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company
WINDSOR - ONTARIO

They Simply Can't Resist

trying a jar of the delicious Cairns' Scotch Jams, Jellies and Marmalades when they see a display of these temptingly delicious, pure fruit products. The first sale is followed by repeats. Cairns' products sell on sight.

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years TO HER LATE MAJESTY QUEEN VICTORIA

Alexander Cairns & Sons
Paisley, Scotland

Canadian Agents:
Snowdon & Ebbitt
Montreal
McLeod & Clarkson,
Vancouver

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.
By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

It is one thing to make Paper Bags that are *occasionally good.* It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of
Automatic Opening GERM PROOF Reinforced Bottom Paper Bags
OTTAWA - - ONTARIO

DISTRIBUTORS:
ONTARIO: The Victoria Paper & Twine Co., Ltd., Toronto; Walter Woods & Co., Hamilton; The Davidson & Hay, Ltd., Toronto; The Young Co., Ltd., North Bay and Sudbury.
MARITIME PROVINCES: Thomas Flanagan, Halifax, N.S.
MANITOBA, ALBERTA AND SASKATCHEWAN: Walter Woods & Co., Winnipeg.
BRITISH COLUMBIA: Smith, Davidson & Wright, Vancouver, B.C.
MONTREAL AND QUEBEC: The Continental Bag & Paper Co., Limited, 427 St. James St., Montreal.

YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. Heinz Company

???

Are the Matches You Handle Up to What They Should Be?

If your stock of matches is not diminishing as rapidly as it should there must be some reason for it. Find out what the cause of dissatisfaction is, and then remove the cause. The best way to remove this is to stock the

DOMINION SILENT MATCH

——this match does not sputter or spark and is a sure lighter. The stems are made of best selected wood and do not break by the mere touch.

Dominion Match Co., Limited

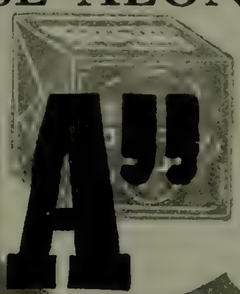
DESERONTO, ONTARIO

REPRESENTATIVES.

The Canada Brokerage Company, Limited, Toronto, Ont.; The A. Macdonald Co., Winnipeg, Man.; J. B. Renaud & Co., Quebec, Que.; J. A. Tilton, St. John, N.B.; Kelly & Douglas, Vancouver, B.C.; Rithet & Co., Ltd., Victoria, B.C.; Wilson Bros., Victoria, B.C.; Halloway, Reid & Co., Edmonton, Alta.; McKelvie & Stirrett, Calgary, Alta.; The Wigle Specialty Co., Saskatoon, Sask.

4 Car Loads

or 47,366 lbs. was the INCREASE ALONE in the sales of



"SALADA"

last week over the corresponding week of 1912, another proof of its ever-growing popularity. Are you sharing in its success and serving your customers with

THE BEST TEA

LONDON, ENG. 41 Eastcheap
BUFFALO 11 Terrace
NEW YORK 198 W. Broadway
TORONTO 32 Yonge St.
MONTREAL St. Paul St.
BOSTON 34-35 S. Market St.
CHICAGO 361 N. River St.
DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia

KIT

COFFEE

"Perfectly simple to make
Simply perfect when made"

—send a postal now, saying—"send sample and advertising offer"—It will only take a minute and it's worth dollars to you.

"KIT" INCREASES YOUR COFFEE TRADE

KIT COFFEE CO. GOVAN, GLASGOW

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 276 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

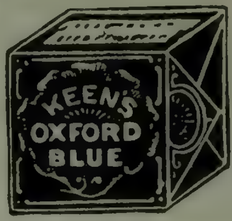
We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY

403 St. Paul Street, Montreal
30 Church Street, Toronto

Agents for the Dominion of Canada

HOW IS YOUR STOCK OF
"CROWN BRAND" CORN SYRUP?

Hits the Public Taste

The aggressive grocer gives this reliable quick-selling line every prominence because he has found that it just "hits the public taste."

You'll find it pays to handle "Crown Brand." It's the Syrup that guarantees "repeats."

THE CANADA STARCH Co. LIMITED
MANUFACTURERS OF THE
EDWARDSBURG BRANDS
Works, Cardinal & Brantford, Ont

Convention Tickets are Good for Ten Days

Grocers Going to Toronto for O.R.G.A. Convention Week After Next May Have From April 12 to 21 at Cheap Fares—Discussions on Trade and Legislative Questions Worth Anyone's While—Women Folk Are Wanted Too as Well as the Clerks.

THE TIME.—April 16 and 17.

THE PLACE.—King Edward Hotel, Toronto.

THE OBJECT.—To bring together at the first convention of the Ontario Retail Grocers' Associations, the retail grocers of Ontario to discuss trade matters and conditions and to rub shoulders with one another in an exchange of opinions in so far as the betterment of the trade is concerned.

Although the convention lasts for two days only, Wednesday and Thursday, convention tickets will be good for a much longer period. Secretary W. C. Miller has requested The Grocer to announce that tickets are good going to Toronto from April 12 to April 17, both days inclusive and good returning any day after the convention up to April 21, inclusive. This means that any one who so desires may have a 9 or 10 days' sojourn in Toronto and 7 or 8 days apart from the convention to devote to private business and pleasure.

Vising the Certificates.

All certificates must, however, be vised on the last day of the convention, April 17 so that as soon as members arrive on Wednesday or Thursday morning their certificates should be handed over to the secretary to be filled out. The viser will be there on Thursday to redeem them.

The secretary also requests the grocers to bring their wives along. They will also be able to get tickets at convention rates, and the wives of the Toronto members will see that they have a good time. Clerks, too, are invited as there will be much of importance discussed from their standpoint.

The convention will be held in one of the artistically decorated and commodious rooms of the King Edward Hotel. This is centrally located in the downtown district as shown by the accompanying diagram and is an exceptionally good location, being close to all the up-town railway ticket offices and all street railway lines.

Good Entertainment Provided.

The entertainment for the visitors will include, as previously announced, trips through some of the large local factories, which, in itself, will be well worth the visit. The convention committee of the Toronto R.G.A. have waited on the Board of Control and the city will help with the entertainment.

So that all things considered, there is going to be a highly profitable and enjoyable time for everybody.

Secretary Miller has sent out many invitation cards, but it is impossible to reach everybody—all are to come along anyway, he says.

* * *

Advance Notes by the Secretary.

The Souvenir buttons will be ready soon.

Remember the slogan, "Ontario Association expects every grocer to do his Duty."

Toronto retailers are urged to be present on both or one of the days.

The Question Box is going to prove a winner right from the start. Send the questions in advance.

"Put on your old grey bonnet," if you have to, but be on hand.

A well-run business can well afford the proprietor a few off days. Take 'em week of the convention.

Between three and four hundred grocers wanted—be one of them.

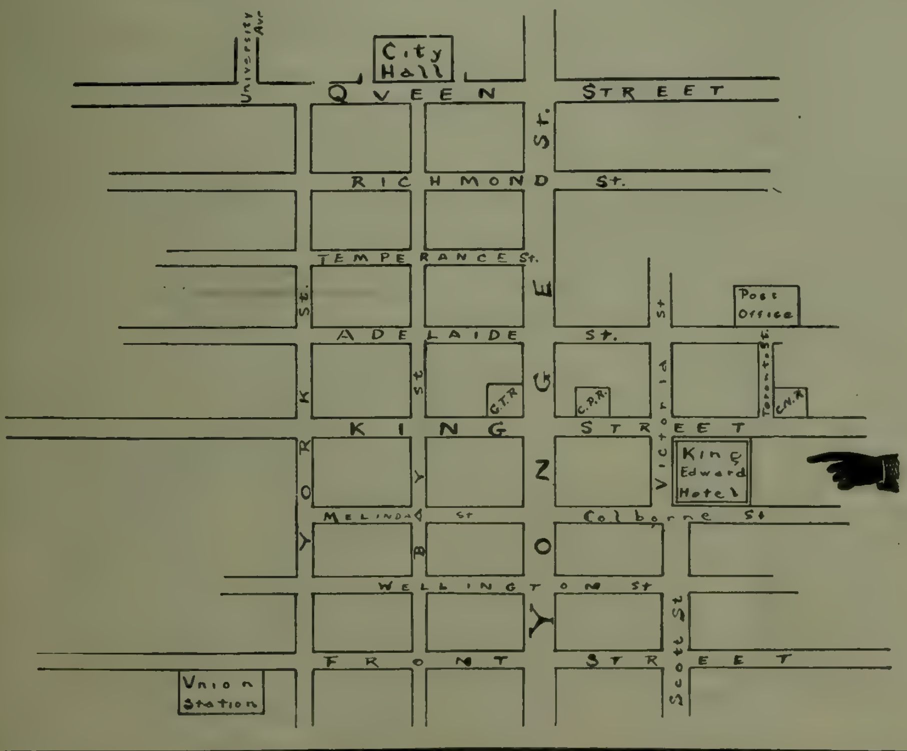


Diagram showing the down town section of Toronto including Union Station, King Edward Hotel, the three railway ticket offices, and the principal streets. The hand points to the King Edward Hotel, the headquarters of the Convention.

Canned Goods Weak in the United States

National Movement to Create Greater Interest in These Goods Among Consuming Public—Quality of Canned Products Shown to be of High Standard—Some Opinions of Prominent People on Their Value.

Our neighbors to the south of us are having a big time this week in the matter of canned goods. This is known as Canned Goods week all over the United States and when the sun sets on Saturday night there will be a great many more empty cans in the ash heaps than one week ago.

There has in the past been considerable prejudice in all countries against goods in cans which has undoubtedly had a detrimental effect on sales. Lately, however, this has been gradually wearing away. Manufacturers to-day are taking greater pains with the quality of their goods and a merchant can pretty nearly bet his last dollar on the soundness of the goods in a can put up by a reputable manufacturer, if that can has been properly stored and kept free from excessive moisture.

The movement in the United States this week has been promoted by a special committee composed of men in different sections of the trade and is a national co-operative effort to familiarize consumers with the "wholesomeness, excellence and economy of canned foods, thereby increasing their sale and use."

Giving it Wide Publicity.

One form of publicity used by this committee was the publication of a newspaper containing extracts from letters and addresses given by prominent men and women of the United States connected with the pure food question, the army, the manufacturing and retailing interests, etc. It also contains dozens of recipes the consumer may use for baking in which canned goods appear. To this day there is a certain prejudice in the minds of many customers against canned goods and it lies chiefly with the retail dealer—the man who comes face to face with the consumer—to remove this prejudice. What some of the prominent personages of the United States say about these foodstuffs will therefore be of interest and value to the retailer in selling his canned goods, stocks of which this year are rather large with some lines.

What Woman Writer Thinks.

Marion Harland is known in Canada as well as in the States as a logical writer on pure food stuffs in the magazines. Here is one of her statements:—

"I had written for perhaps ten years warning American women against canned foods. I said, put them up at home or go without them. I beg them now to use canned foods. We are proud to have them on our table."

Canned Goods in War.

Brig.-Gen. Henry G. Sharpe, Commissary Dept. of the U.S.A., says:—

"These canned goods were essential to the subsistence of the troops, in the Phillipines who were scattered through the Islands and subjected to unsanitary conditions and surroundings. But the general health of the army there, especially during cholera and plague epidemics, when canned goods were principally used, was primarily due to the variety and wholesomeness of the canned goods supplied; which shows that the army may depend upon canned foods under all conditions of service without fear that the health or physical powers of the troops will suffer."

Dr. Wiley's Views.

Dr. Harvey Wiley, the famous worker for pure foods, and until recently head of the health department of the United States, gives this opinion:—

"The canned food industry, more especially that portion of it represented by the National Association, has been foremost among the food industries in its endeavor to improve their output by the selection of good material, by sanitary factory methods, the improvement of the quality of the container and the abolition of the use of preservatives. While there are still undoubtedly many small canneries where these ideals are not attained, the trade as a whole has fallen into step with the work under the pure food law. For seasons of natural shortage, for periods, places and times when fresh goods are not available, the canned goods fill a most important place in the modern dietary, and the wholesomeness, palatability and conveniences of the products are in most instances unquestionable, and under modern conditions of life they are filling a larger and larger need."

Free From Contamination.

"Canned food above all other food is kept clean and free from the contamination to which less well protected foods are exposed," states Stephen Hart, a canner of Eureka, Ill.

"After the food is put into cans, sealed air tight and sterilized by heat, you may ship the cans as far as you like, stack them in warehouses or display them in store windows, but everywhere and all the time the air-tight can keeps the food clean.

"Canned food is necessarily kept clean.

"Modern canning factories not only put up fresh, clean food, but the can itself is first sterilized by washing with live steam before the food goes in.

"After the fruits, vegetables or other products are put in the can, the can is sealed air tight, and it is then that the food is cooked. The sealed cans with fresh food inside them are put into retorts and cooked at a high heat and under steam pressure till the contents are sterilized.

"The can is never opened after cooking until it is opened in the kitchen of the consumer, miles away and may be months later, but it opens up almost as fresh and tender as the day it was taken from the field. Surely few other kinds of food are so carefully preserved for the consumer."

Why should not the trade in this country get together to promote a similar propaganda? The results of such a campaign are not only direct but permanent and would work out to the lasting advantage of the entire trade.

◆

U.S. DUTY ON CANNED FISH.

The Customs Court, Washington, U.S.A., recently decided a herring and mackerel case, which, if accepted as a precedent for 4,500 similar pending cases, will cause the Federal Government to surrender $1,000,000 in duties and materially reduce the tariff on certain imported canned fish. The court held that herring and mackerel in bouillon, in tomato sauce or soused and placed in tins were within the meaning of the tariff law pickled or salted herring and mackerel, the herring being dutiable at one-half cent. per pound and the mackerel at once cent. The Government maintained that they were fish in tins dutiable at 30 per cent. ad valorem.

◆

The occasional big sale is a satisfactory one to make, but the constant procession of small sales is what makes up the day's business.

Parcels Post to be Introduced into Canada

So Declares the Postmaster-General in House of Commons—To be Modelled After System in United States, Which Means That Zone Plan Will be in Vogue—Dealers Should Get Ready To Take Any Benefits That May Accrue—The Danger of a Flat Rate System.

That parcels post in Canada in some form or other is a likelihood before many months have passed may be seen from the following despatch sent out from Ottawa this week:—

"Ottawa, March 31.—Following his announcement made in the House some weeks ago, the Postmaster-General gave notice to-night of bills 'relating to the parcels post' and 'to provide for more advantageous conditions for telegraphic communications between Canada, the United Kingdom and other parts of the British Empire.'

"Mr. Pelletier has been studying the parcels post question and the possibilities of improving cable relations for the past year. He is not ready yet to outline the legislation which he intends to introduce, but it is known that the general plan decided upon is that of the zone system, as adopted in the United States. The system will be operated on a progressive scale, the rates being adjusted according to distances of, say, 50 miles, 150, and so on. The department is working out the details with a view to the protection of the retail merchants at home. The success of the proposed system depends to a great extent upon the arrangement to be made with the railways and other transportation companies, and this phase of the question is being worked out now between the department and the transportation companies.

Will Adopt U. S. Feature.

"The department has been closely watching the operation of the new parcels post law of the United States, and at an early date asked for a report of the working of the system. With this report in their possession they will be in a position to adopt such features of the United States law as are applicable to the somewhat different conditions of Canada, while avoiding any mistakes which may have been made on the other side. The 14,000 postmasters in Canada will become agents of the parcels post delivery, and the benefits of the system will be extended to those points not now reached by the express companies.

"Since the inauguration of the United States parcels post system the Canadian department has had to handle an immense amount of parcels post matter which has come into Canada, and has had no benefits in return. With the system of parcels post in operation in Canada this unfavorable situation will discontinue."

Prepare to Get the Benefits.

It will, therefore, be seen from the above that the Government intend doing something definite soon in the matter of parcels post. So it is about up to the retail trade to study the system closely and make the most of it when it does come. The one redeeming feature is that it will be based on the zone system of the United States, which was described some time ago in this paper. The retail trade should insist that there be no flat rate system. This would give the mail order houses a strong lever in drawing money out of every community of the country, no matter how far distant from location of those houses. The zone system, on the other hand, confines trade at the low rates within short distances.

The zone plan, however, may be the thin edge of the wedge in so far as the flat rate system is concerned. This is something the trade should strongly guard against, as it would undoubtedly be playing into the hands of the big mail order houses.

Consumer—"They told me you would help me to carry my load."—Cleveland Leader.

This cartoon indicates that the Parcel Post system in the U.S. has not proven the cure-all for the high cost of living as was expected by many.

* * *

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items appeared in The Canadian Grocer, of April 7, 1893:—

"The first cargo of salt for the season, arrived at St. John, N.B., Monday."

Editorial Note.—With April here again navigation will soon be open on the Great Lakes. The opening is due on April 15 this year.

* * *

"When the item to meet expenses, under the Adulteration of Food Act was reached in the House last week, Sir Richard Cartwright suggested that in view of a possible invasion of cholera skilled officers be instructed to inspect samples of water throughout the country. The Controller of Inland Revenue said he would be glad to act upon Sir Richard's hint."

Editorial Note.—The Adulteration Act we shall always have with us, but above item indicates what Father Time does with our legislators.

* * *

"Montreal receipts of maple syrup have been small, what little there is offering is selling at \$1 per gallon. New maple sugar in a small way has sold at 8c to 8½c."

Editorial Note.—New maple syrup on the same market to-day costs about the same price as 20 years ago.

* * *

VERY VALUABLE PAPER.

The MacLean Publishing Co.

Gentlemen,—Enclosed please find \$2.00 for subscription to the Canadian Grocer for the year 1913. I am sorry to have delayed in sending this, but it has been overlooked.

I find it a very valuable paper, and should not like to be without it while in business.

M. L. NIEDERSTADT.

Regina, Sask.

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PUBLISHED EVERY FRIDAY.

TORONTO, APRIL 4, 1913

WILL HISTORY REPEAT ITSELF?

Every grocer who attends the convention of the Ontario Retail Grocers' Association on April 16 and 17, will go home with a better knowledge of his life's work. He is going to know more about the character of the conditions in the trade because he will meet many of his fellow-men and get their thoughts and ideas on an exchange basis.

Conventions of this character cannot be too strongly emphasized. Some of the best and most successful dealers in Ontario will be there. Every grocer has some knowledge that no one else possesses, and if it were only spread, the trade would be that much better. The convention is one of the places where this knowledge can be distributed. The trip will be pleasant, profitable and educative. It will broaden one's visions, make him a better merchant and a better citizen when he returns again to his own field of endeavor.

So let every grocer who can, member or otherwise, be on hand. "The Association expects every grocer to do his Duty," is the slogan, that duty being to attend. Horatio Nelson enthused his followers at Trafalgar with a similar call. Will history repeat itself? It is up to you.

PAID ATTENTION TO MERCHANTS.

The opposition which the retail merchants of Canada made against a flat rate system of Parcels Post, has evidently borne fruit. The Postmaster-General in announcing a bill on this subject at the beginning of the week, stated that the retail trade would be carefully taken into consideration in the drawing up of the bill.

This is understood to mean that there will be no flat rate system for the entire country. We will likely therefore have our Parcels Post on the zone plan which is certainly a wonderful improvement over the one-rate idea and so long as the government does not change its mind, the system should work out fairly satisfactory to the retailer beyond the first and second zone limit from any large mail order house.

The fact that the Postmaster-General gave an ear to the retail merchants and modified his proposals, speaks well for what can be accomplished by organization and united pressure on individual members of parliament.

COST-OF-LIVING COMMISSION.

There is still abundance of talk going on in connection with the high cost of living. Some of the big daily newspapers continue to condemn the middleman and his "enormous" profits, with the sole idea of making political capital out of the question.

The Associated Boards of Trade of Ontario are now coming forward asking the premier to appoint a commission to deal with the cost-of-living problem and to determine the causes, if possible. Since the "middleman"—which includes the wholesaler and retailer—has been the butt of much of the criticism directed by the daily press and many other unthinking persons, he should endeavor to have this commission appointed as rapidly as possible and have an end put to this apparently everlasting discussion.

The commission must find that the logical system of distribution of the great bulk of foodstuffs is through the wholesaler and retailer. As far as the retailer is concerned, he is an absolute necessity and it will be found that few who have depended on their trade alone have become wealthy. Their net profits prevent this. The wholesaler will continue to exist for the convenience of the retailer.

So why not have this commission and settle the whole thing. While it is common knowledge to the trade that the chief cause is lack of agricultural production to keep pace with the growing demand, yet it will be just as well to have the commission announce this publicly and be done with it.

Bring on the commission and set the "middleman" right with the people.

A NORMAL BUSINESS YEAR.

Treating the financial situation, The Financial Post, in its last issue, states that some effects from continued money stringency were more apparent during the past week than at any time during the current year. Sooner or later the inability to get money for expenditure on municipal improvements, or capital outlays of other kinds, and coming within the reproductive class, will react upon the manufacturing centres of Eastern Canada.

Perhaps to say that money for the above purposes cannot be obtained is inaccurate. Money will undoubtedly be forthcoming during 1913, but in volume it will be normal. Business men in looking ahead and measuring possible development and possible demands, might do far worse than seize on to the idea that the capital expenditures in Canada during the past few years have been abnormal.

To Canadians a normal year may appear to be dull. It is evident, however, that the universal and abnormal demand for new capital, a development of the past twelve months, has placed Canada in the position of not being able to get her abnormal demands. Those of a normal character will be met. Sooner or later, therefore, business will have to adjust itself to conditions made inevitable by circumstances originating and events transpiring outside the Dominion.

In the matter of collections, The Post's information indicates a normal condition. Implement men find in the West great difficulty with the farmers as to payments. On the other hand, loan company payments have been well met. That one class of payments should be attended to satisfactorily and not others is a matter which requires some explanation, which The Post is not in a position to give at present. But in the West payments are usually slow at this period of the year, and a contraction of credit there affects collections more quickly than in other parts of the Dominion. The reason is a very simple one. Credit is extended there more liberally, and business avails itself of the privilege to a greater extent than in the older settled portions of the Dominion. Contraction, therefore, is very soon felt.

In Ontario collections are quite up to normal, in Quebec they are not so good, but still not materially below the standard for the season and in the Maritime provinces they are the same. Ontario, however, reports increasing business in response to enquiries made in all departments of commerce.

THE TRADE WITH GERMANY.

The awakened interest which the countries of the old world are taking in Canada is very markedly evidenced in the case of Germany. As announced in last week's issue, a party of prominent business men from the Fatherland will tour Canada this summer with an eye to gaining a clearer understanding of the possibilities of the market. More convincing still is the proof of Germany's interest conveyed in the form of an official report on trade relations. From the tenor of this report, it is clear that Germany regrets the retaliating measures instituted against Canada at the time the British Preference was established. It is shown that in 1912 German imports of Canadian wheat reached a total valuation of £2,400,000, as compared with £750,000 in 1911 and £150,000 in 1910. Altogether, Germany bought £3,000,000 worth of Canadian products and sold to us only £2,000,000.

The report comments on the anomaly of the two countries maintaining their highest tariffs against each other, when France and other States enjoy much more favorable arrangements, and proceeds: "Is it possible that the difficulties in coming to a just and fair agreement with Canada are unsurmountable? With the statistics now available we can prove to Canadians the importance of the German market for their goods, and the great advantage they will derive from an increased enjoyment of the German conventional tariff. These advantages will be far greater than those given to Canada by France. Germany's duties on Canadian imports are lower. Furthermore, there should be no objection to granting Canada still greater advantages for the imports of wheat, dressed meats, and dairy products. We must insist, however, on the complete elimination of any differential treatment of German goods as against those of French or any other non-British country origin."

TWENTY-FOUR HOURS A DAY ENTHUSIASM.

"The trouble with the grocery business remarked a dealer who has made a success of it, "is that a man has to be constantly at it. He has to spend long hours in the store, and he has to take his business home with him. He need not worry about it at night, but he must have his eyes open for ideas if he is to make a success."

The dealer was undoubtedly right, only what he said applies to practically every business. Any concern to be successful needs that kind of leadership—leadership by a man, who, whether he works long hours or not, always has his business in mind, and who is ever ready to seize upon some thought which flits through his brain, or which is uttered by another.

Balzac, in his essay on "The Lost Masterpiece," says, "No painter should think except with brush in hand." Neither should he. If he is to be a good painter, he must think as a painter.

Stevenson, who did much of his writing in bed, always had a pencil and pad of paper by his side. Often he would wake in the night, and reaching for paper, would put down the thought which had flashed through his mind. So were many of his finest sentences saved.

There is a story of McCutcheon, the cartoonist. McCutcheon was awakened at 3 o'clock one night by the telephone ringing.

It was the city editor of the paper for which he worked. "Mac," shouted that wide awake individual, "Missouri has gone Republican, and we must have a cartoon."

McCutcheon pulled out of his warm bed, and set to work. Then, when he had sent the sketch off with the messenger, he went back to bed feeling that he had done his best, but that it wasn't much good. The cartoon was "The Mysterious Stranger," which made McCutcheon famous among cartoonists.

Napoleon was wont to talk of 2 o'clock in the morning courage. That was his requirement for a soldier. Two o'clock in the morning enthusiasm is getting to be the requirement of the successful business man. Yes, the grocery business is exacting. The dealer must be continually on the alert. He must be ever ready to secure new goods which will draw people to his store. He must be watchful for new methods of presenting the old goods, so that the people will feel their need. He must nail down an idea when it comes. If he waits until to-morrow the idea may be gone. He has to work hard to get results, but the results, and the work itself, are worth it.

POINTED EDITORIALS.

April showers bring forth May-flowers—and seed-planting time.

* * *

This warm weather is waking up the housefly. It is our duty to put him to sleep forever.

* * *

To fail is no disgrace; but to let failure make one a prey to despair and future faint-heartedness—that is the shame of it.

* * *

There are no signs of the passing away of that everlasting problem—the Cost of Living. Ontario Boards of Trade want a Government commission appointed to investigate the question.

* * *

The merchant who allows his Easter ad. to run in the newspaper until Christmas will succeed about as rapidly as the ad. gets business.

* * *

The retail customer is partly sold before he comes into your store. The intelligent dealer or salesman, therefore, has only to find the point or points on which the customer needs information to complete the sale.

* * *

A grocer is known by the windows that he keeps. It is the eye of the store. The window is the first thing the customer sees and if it is dirty and poorly dressed, the dealer is at once discredited in the eyes of the prospective customer and he will have to work just that much harder to overcome her first impression if he is to retain her as a regular customer. It is easier to keep the window cleaned and arrange an attractive display in it, than to combat prejudice all the working hours.

Rules Adopted for Regulating Staff Duties

The Necessity for System—Word of Mouth Orders Unreliable and Unsatisfactory—Written Instructions Tend to Eliminate Excuses—Reasonable Variations Permissible.

*By Henry Johnson, Jr.

We have all noticed that large stores and big businesses of other kinds have fixed rules for the guidance of their employes. It has been in my mind for years to formulate a set of rules for Johnson's; but, like many other things we are "going to do when we get time," this has hung fire until this minute. It is going through now, however, with the following as a starter. This list will be expanded as need arises. Suggestions always gladly welcomed:

It is, I am sure, the experience of all of us that word of mouth is very unsatisfactory. I tell one of my men or boys to do a certain thing in a certain way. He does it. Another starts him at the same task next morning, but tells him in a different way. This leads to lack of standardization; we have too many ways of doing the same thing. We waste energy ourselves and on the part of our employees through not having one fixed way of doing each daily task. This wastes effort and dissipates energy.

Finishing Up Things.

Perhaps the greatest single accomplishment of the business man is the development of an ability to finish up things, one at a time, just as they come up. To this end a thing which calls for attention should be handled and definitely, finally disposed of once and for all. Then it will not have to be rehandled. With a set of rules formulated and written up, a copy to be given to each new man and a copy to be posted, properly guarded by a frame, in order rooms, store rooms, etc., the routine of the business is disposed of to just the extent of the rules. Further routine can be covered by further rules. Once these are formulated and recorded in this way, so much detail is disposed of, and our progress is facilitated by that much work done and finished.

I think the most important influence for discipline which these rules will exercise is the elimination of that constantly recurring excuse, "I forgot!" It will be hard, surely, for any man or boy to look one in the face and advance this excuse when a printed or written schedule of rules is conspicuously placed before him. Another thing that can be finally wiped out is the even more annoying and time-consuming reply: "You never told me that!" If it is printed and hung up nobody can say he was not told!

Well, here is the first set of

RULES FOR JOHNSON'S STORE.

HOURS OF BUSINESS:

The store is open for business from 7 in the morning until 6.30 in the evening four days in the week. On Wednesday the closing time is about 9.30. On Saturday we remain open as long as there is any business to transact or cleaning up or tidying to be done.

It is of primary importance that each employee be on hand, ready for work, promptly on the minute; and no deviation from this rule can be tolerated without such reasonable and valid excuse as will prove satisfactory to us.

While promptness must be observed in BEGINNING work, care must be exercised not to discontinue work until everything is put into "ship-shape" at closing time, or at the time of your leaving your department. Goods must be properly packed away, or displayed in windows or cases, as you will be specifically directed, before you are free to go.

Meal hours must be observed in the same way—use just the time allotted; no more and no less.

PERSONAL APPEARANCE:

Neatness is essential. Men will keep themselves brushed, shaved and generally clean-looking. Expensive or showy clothes are not necessary or desirable; but scrupulous neatness is indispensable. This is not costly, but calls for thoughtfulness and care.

Women will keep neat, avoiding flashy or conspicuous clothing. The best colors are black and white. A shirt waist suit is best for all seasons; white shirt waist in summer, with white collar, and cloth shirt waist in winter. A little color at the neck is permissible, but "open-work," large bows and jewelry are to be avoided.

Remember that clothing which is serviceable is not only most economical, but makes the most suitable appearance.

COURTESY TO CUSTOMERS:

Each customer who comes to our store is an invited guest. We have asked him to come, either directly or through our advertising, or through our window displays, or through our reputation established by years of painstaking work. When he comes, therefore, we must be alert, quick to serve acceptably, evince our desire to give perfect satisfaction.

Should the customer ask for something we do not have, or which you do not know about, try to so handle the matter that we shall get the article called for, or suggest some other that may be better; but make the effort not to have the customer leave without having exhausted every resource of the store and our connections to supply the desired article.

Be careful about promises. The delivery schedule will guide you about ordinary deliveries. In case of special need, make sure as to what we can safely agree to do before you promise special service. A promise broken is much worse than a request regretfully denied—do not forget that.

BREAKAGES—DAMAGES:

You are responsible for goods, merchandise or other articles which you handle. If damage results, either through carelessness or "accident," you must replace or pay for the damage. We shall in all cases make the charges as light as possible, but it must be clearly understood that you have full responsibility in this connection and that costs for damage or loss must be deducted from your salary.

We shall be glad to make our reasoning clear to you in this regard on request.

EATING, NIBBLING AND SAMPLING

This practice is to be entirely avoided unless and except in the case of buying, or the carefully-limited testing of cheese, certain dried fruits, etc., in the back room, out of sight of customers and the public generally. This prohibition applies to the too-prevalent custom of tasting either with or for customer when making a sale. Here are some of the reasons:

1. The expense. If you try the weight of fancy Erbely Figs, selling at 25c a pound, you will find that they sell for all of 1c each. Ten people eating one fig each cost us 10c. The same applies to chocolate bon-bons, macaroons, salted almonds, shelled nuts, etc. Try these out and you will

---

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

realize that ten or a dozen eaters can cost us from $1.50 per day upwards.

2. The appearance. It looks very unbusinesslike, to put it mildly, to see a lot of clerks, order men, girls and boys chewing a cud all day long, like a lot of cows. To many sensitive and dainty people it is distinctly disagreeable—again putting it mildly. From the street through plate glass windows the practice looks nothing short of silly.

3. Lack of efficiency. If when showing wafers to a prospective customer, the salesman nibbles at one, the effect is not to promote a sale, but rather to hamper his work. Very seldom is sampling even on the part of the customer necessary or even desirable. "Nice" people do not want to do it. Thus not only may a few samples cost us just as many cents, but sales are retarded.

Any of these reasons alone is sufficient to justify the elimination of this practice. PLEASE CUT IT OUT.

IN GENERAL.

1. Salesbook covers cost us 25c each. You are expected to take care of yours until it is worn out, when it will be replaced promptly. Lost covers must be paid for by the loser.

2. Keep busy. There are upward of 4,000 items in our stock. It is not possible that there will ever be a time when each and every article is fully represented on the shelves, marked, in attractive condition for sale. There is no excuse for the loss of a minute during the entire day. Another thing: The day passes pleasantly and quickly to the busy clerk.

3. Remember that nothing comes into the store that has not cost a definite price in MONEY. Make it a part of your individual duty to see that nothing goes out—on orders, through the sewer, into the furnace, or via the dirt barrel—that is not paid for. This is a business of LITTLE THINGS, pennies, nickels. Learn to respect the little thing. The tallest building in the world, the elevators of which alone have cost $475,000, is just being completed; and it was made out of not merely pennies, but FRACTIONS OF PENNIES.

4. Do whatever you are set to do, or whatever you set yourself to do, intelligently and without supervision. Thus will you make yourself of increasing value to yourself and to others.

SUGGESTIONS.

These are asked for and will be gladly welcomed at any time. We have been here so many years that we KNOW there are hundreds of ways in which you can help us to improve. Will you give us that help?

It will be found best, always, in any circumstances, to tell the WHY of any rule or regulation. Human nature does not take kindly to anything arbitrary. We like to have a "look-in" with our own judgment and discretion. It helps to take your people into your confidence and tell them just how you have arrived at your conclusioins. That is my thought in framing these rules as indicated.

Of course, nothing of this sort can be successful if based on the "Laws of the Medes and Persians, which altereth not." And, by the way, the answer is to be found in the rapid decay of that system of jurisprudence—where are the Medes and Persians to-day? Thus, we have some flexibility. Reasonable lapses are to be allowed for; but these should be calculated on about the same basis as the postal authorities figure with their employes; 99½ per cent. is called complete efficiency; 99 per cent. is called fair; 98 per cent. is the limit below which mistakes will not be tolerated.

Let us see how it works out in practice.

Manufacturer Makes Change in Selling Plan

New York Wholesale and Retail Trade Much Interested in What Proctor and Gamble Co. Have Recently Done—In Future Will Sell Direct to Retailer in New York and District — "In Order to Protect Our Interests" is the Only Reason.

New York, April 1.—The wholesale trade here have been greatly interested in a new departure of the Proctor & Gamble Co., of Cincinnati, following close on the heels of the announcement a few weeks ago that they would henceforth do away with their price maintenance plan. This firm for the past 80 years has always regarded the wholesale trade as an essential factor in distribution, but it has now departed from that plan and decided to sell the retailer direct in the metropolitan district of New York state.

In a letter dated March 13 to the retail trade, enclosing a new price list of its products, appeared the following announcement:

> "Beginning March 15, we shall sell our soaps, washing powders and Crisco direct to the retail grocers located in the territory shown upon the enclosed price list. We think you will find this new arrangement entirely satisfactory.
>
> "Looking forward with pleasure to direct selling relations with you, we remain,
>
> Yours very truly,"

The metropolitan district referred to includes all of New York city and several surrounding counties.

An announcement was also sent out to the jobbers enclosing their letter to the retail trade and stating briefly that they would, after March 15, sell their goods direct to the retail trade in the metropolitan district of New York. Apart from this statement "because it has been found necessary to do so in order to protect our interests in that territory," Proctor & Gamble give no reason for the adoption of their course. They have, as a matter of fact, stated in recent circulars to the wholesale trade, that they have always sold through the wholesaler and never did nor never would sell the retailer direct. Speculation is, therefore, rife as to what are the reasons behind this apparently sudden move.

In dealing with the question, the New York Journal of Commerce said in a recent issue: "It is claimed that the company found jobbers constantly asking for more and more concessions rather than easing up on their demands and that in the case of one or two of the big houses the demands were so onerous as to practically make the manufacturer do all the work—sell the goods, deliver the goods to the retailer's door, and, in fact, do almost everything but guarantee the credits. They claim that concessions by their competitors brought far more selling effort from jobbers than their policy of 'through jobbers only.' And finally, they are understood to have reached the conclusion that they might as well take over the whole business in the metropolitan district as to pay the jobber a profit for service he did not perform."

"On the other hand," the Journal of Commerce adds, "it ought to be said that jobbers have been seriously handicapped in their programme of co-operation by the recent trend of anti-trust and conspiracy laws. It is well known that what grocers can and cannot do in combination—even when in the interests of what appears to good sense as fair trading—has been seriously affected of late."

As intimated above, the situation is creating a good deal of interest among the New York trade, and more particularly from the standpoint of future proceedings.

Current News of the Week

Quebec.

Gracefield Trading Co., general merchants, Gracefield, Que., are succeeded by a firm of same style.

The Health Department of Montreal has seized a car load of 32,400 lbs. of fish from the Maritime Provinces, and also a car load of potatoes. The fish is claimed to be bad and unfit for food. The potatoes were frozen.

Ontario.

J. A. Farrell, general merchant, Arthur, Ont., has sold his business.

A. J. Thomson, grocer, Hamilton, Ont., has disposed of his business.

Blinn Bros., fruits and grocers, London, are succeeded by Blinn & Legg.

T. J. Shaw, general merchant, Ennet's Station, Ont., is succeeded by Shaw & McKerral.

The Associated Boards of Trade of Ontario want Sir James Whitney to look into the cost of living.

James Lake has sold his grocery business at the corner of William and Bedford Streets, Brantford, Ont., to A. E. Petty.

The Ontario Preserving Co. has been granted an Ontario charter. Among the incorporators is Robert Laing, of Winnipeg.

William G. Eddy, grocer at Sheddec, Ont., was fined $5 and costs for selling short-weight bread manufactured by a London firm.

J. Lake & Son, Brantford, Ont., have removed to a new grocery and confectionery stand on King Street, next the Colonial Theatre.

The Glencoe Canning Co. has been organized to can fruits and vegetables at Glencoe, Ont. It is composed chiefly of Toronto capitalists.

Harry Wettlauffer, clerk in Whitehead's grocery department at Walkerton, Ont., suffered a broken leg while piling boxes in the cellar.

W. Durance, Ferguson Avenue, Hamilton, has just completed and opened out a fine branch store at the corner of Sherman and Cannon Streets.

A. Christopher is fitting up the premises at 465 James Street N., Hamilton, Ont., with the intention of opening in the grocery line about April 15th next.

The contract has been let by Watt & Blackwell, London, Ont., architects, for the erection of the new McCormick biscuit plant there. The approximate cost will be $260,000.

A. Ballantyne, of John Street South, Hamilton, Ont., who has been continuously in business for forty years at his present stand, has sold his property, and intends to retire.

The Diamond Cleanser Co., Limited, formerly of Ottawa, Ont., have opened a factory at 291 Arthur Street, Toronto, in which they will manufacture their cleansing powder.

J. H. Lovegrove and Russell Scratch, who succeeded the Amherstburg, Ont., grocery firm of D. Trotter & Son eleven years ago, have dissolved partnership. Mr. Lovegrove will continue.

Stewart Menzies will soon open an office in Toronto to represent E. Lazenby & Son, Limited, London, England, as well as J. Keiller & Son. Ltd., wholesale confectioners, of London, also.

A. J. Smith, who purchased the business of P. J. Walter, at Listowel, Ont., and has been conducting a general store there for several months, has sold out to M. Cain & Co., London. The store is closed for stocktaking.

Albert Vass, for fourteen years a member of McCrea & Son's staff at Guelph, Ont., was presented with a silver-mounted umbrella, suitably engraved, on resigning his position as manager of the firm's grocery department.

A meeting was held in Guelph, Ont., last week to reorganize the Retail Merchants' Association there. Neil Cameron, organizer, and E. M. Trowern were present, and addressed the merchants assembled. A committee of Guelph dealers was formed to canvas the trade.

Spratt & Killen, Lindsay, Ont., grocers, who recently sustained loss by fire, have their store again looking in good shape. The metal ceiling has been finished in white, trimmed with brown, and the walls in plain cork, with panelled decorations. The shelving and fixtures are in oak.

White & Co., wholesale fruit, fish and produce dealers, Toronto, are enlarging their freezing plant. During the coming season they expect to freeze and store away stocks of herring, trout, whitefish, haddock, flounders and shad. This, they claim, is the first time that shad have ever been frozen and stored in Canada, stocks having been brought in from the States in the past.

The Canadian Chicle Co., of Peterboro, Ont., has secured judgment against a Mr. Williams for $167 costs, the latter having been the company's representative in Toronto. It appears that Williams had been formerly working for the Chicle Co. in Peterboro, where his work was satisfactory. He was then made Toronto sales agent, but in his new position his returns to the company were not satisfactory, and they employed a detective to investigate his business. The detective reported that he was handling many other lines besides the Canadian Chicle Company's, and Williams was dismissed. When their goods were returned the company claimed that Williams failed to account for $223 worth and the suit followed. The defendant claimed that some of the goods had been sold, and the accounts turned over to the company, and claimed storage fees for the goods.

Western Canada.

H. McKenzie, grocer, Nelson, B.C., sustained recent loss by fire.

Barker & Allan, grocer, Vancouver, B.C., have sold their business.

Edward McCarthy states he will erect a large department store in Regina, Sask., this season.

A new departmental store has been opened in Yorkton, Man., under the name of T. E. Vanstone Co., Ltd.

J. W. Boyd is erecting a handsome electric chocolate sign on top of their large factory building at the corner of Portage Avenue and Spence Street, Winnipeg.

The Chamberlain-Downey Company, Limited, is the name of a new firm of wholesale jobbers and manufacturers' agents in Vancouver, B.C. They have a large warehouse with trackage facilities, and will handle grocery, confectionery and tobacco specialties. J. Downey, formerly treasurer of The Riley-Ramsey Company, wholesale grocers, of Port Arthur, Ont., is one of the members of the company.

At a meeting of the Retail Merchants' Association of Vernon, B.C., the following petition was placed before the members favoring the half-day closing during the summer months:—First, that we, as an association, are in favor of a half holiday for the city of Vernon; second, that the half holiday be observed on Wednesday afternoons; third, that the half holiday be in force during the months of May, June, July, August and September. The petition was signed by 1,387 citizens of Vernon.

General Review of Grocery Markets

Dealers Still of Opinion That Sugar Will Advance—Prunes Begin to Move Out Freely—Tightness of Money Tends to Have Bearish Effect on Spice Markets—Volume of Business Lighter Than Desired.

QUEBEC MARKETS.

POINTERS,—

Sugar—Freer buying.
Molasses—Market looks strong.
Prunes—Moving better.

Montreal, April 2.—Trade has taken on slightly brisker tone this week owing chiefly to opening of navigation. Dried fruits, especially prunes, are moving much more freely, and in course of week or so good business is expected. Owing to continued firmness of sugar, and an expectation on part of buyers of an advance, buying has been much heavier during past week.

Collections continue much same as reported week ago, with change slightly for better, if any.

SUGAR.—Situation is still firm and improvement has also taken place in buying. Dealers are beginning to look to an advance, as they are not losing sight of the fact that the molasses market is exceptionally strong.

The later reports from Cuba about cane crop go to show that grinding is going on without interruption in all factories, but weather is not conducive to good results as far as growing crop is concerned as more rain is wanted.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 60
Bright coffee	4 45
No, 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

SYRUP AND MOLASSES.—There does not seem to be any heavy business passing in molasses just now, as dealers are holding off to some extent owing to the fact that a bullish element has been introduced of late, but judging from the attitude of a number of large local holders who are disposed to sell at considerably lower prices than pleases the bulls, activity should be renewed in the course of the next week. Indeed, there seem to be some unusual features to the market, for in spite of the upward tendency in the primary centres, it is reported that a number of cars have been sold in the country on a Montreal basis of 32c.

Some retailers are even going so far as to figure the whole matter out in cents and take it for granted that eight lbs. of sugar will make one full gallon of syrup and with present cost of sugar 4½c per lb., and prospects of the Tariff in States being removed, they fail to see why there should be any attempt to force the market up on the part of any speculator.

Syrups are moving out freely and while there is a strong demand for new maple goods it is said that the crop has been none too satisfactory, quality suffering to a marked degree.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

DRIED FRUITS.—California products are not moving as last week. Prunes are more in the limelight than any of the other lines, but demand is as usual confined to the larger sizes. Strong reports have come in recently from California about raisins, but all the same market is dull and easy. Currants are not by any means steady and are causing some doubt.

Hallowee dates are somewhat firmer, in fact show an increase.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded. 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	....	0 06½
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07¼
Select raisins, 7-lb. box, per lb.	0 07¾	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box.	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07	0 07½
Valencia, select, per lb.	0 07½	0 08
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09½	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08¼
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07¼
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

COFFEE.—Business is more or less routine, few big transactions having taken place. The holiday season retarded business, but local houses expect an improvement shortly. Coffee dulness seems to be general though.

Mocha	0 28	0 29
Rio	0 21½	0 23¼
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICE. — Steadiness is general throughout this market, the pepper situation not upsetting things as shortage is not as marked as expected in the lower grades. Still there is no disposition to anticipate wants, so far.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Tapioca this week is quoted at $5.25 to $6.00, owing to plentiful stock. Demand is good. As far as rice is concerned dealers are just dealing from hand to mouth awaiting the decline which is due in very near future as per custom.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.		3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Patna, polished	....	4 60
Pearl	....	[illegible]
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Canadian Caroline rice	....	7 35
Brown sago, lb.	0 05	0 05½
Tapioca, medium pearl, lb.	0 06	0 06½
Seed, lb.	0 050½	0 06
Rice less 15c April 15th.		
Finest imported Patna, 224 lb. bags	....	5 50
Finest imported Patna, 56 lb. bags	....	5 75
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 50

NUTS.—Nothing startling to report. Business of a general nature, no particular line moving over-freely.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	[illegible]
Almonds, 3 crown selected, per lb.	0 35	0 37½
Almonds, 2 crown selected, per lb.	0 31	0 32
Almonds (in bags), standards, per lb	0 27	[illegible]
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	[illegible]
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	0 13	0 15

Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 26	0 29
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Sugar—Marking time.
Spices—Slightly easier.
Coffee—Brazilians firmer.
Prunes—Firm and moving freely.
Rice—Easier.

Toronto, April 2.—General trade this week is reported as slower than during corresponding period year ago. Business is tied up in the West to such an extent that not the usual buying is being done from that quarter. With opening of navigation and moving of wheat dealers locally expect a marked increase.

Just now tightness of money is said to be cause of whole market easing up and general lack of business. Collections, while probably a little better than last week, are still in inferior condition. So long as this condition prevails jobbers are not overly anxious to make sales.

A local broker this week states that this is one of the poorest springs we have had for many years. Just now it is almost impossible to interest the jobbers in anything, he claims, as they appear to be well stocked for amount of trade passing.

SUGAR.—New York refiners have been feeling the lack of demand resulting from recent cyclone and floods in South. In meantime raws are continually being loaded in New York, but refiners are not melting owing to the dullness. As soon as conditions are righted in the South demand is expected to resume former proportions.

Locally sugar appears to be marking time. General opinion is that market now is quiet, steady, and firm, with a probable advance in sight, although there are some who are of the opinion that present prices will still be continued if not lower.

The Canada Sugar Refining Co. have placed 50lb. bags granulated sugar, packed in same style as 100lb. bags, on Toronto market, and these were seen for first time this week.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—New maple syrup is being placed on market in larger quantities this week, but as yet has not begun to move very freely. Quality is said to be scarcely up to standard of former years.

Barbadoes molasses are high in price this season, and thus less of these are likely to be sold than usual.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case		5 40
Pints, 24 to case		3 00
Maple Syrup—Pure—		
Gallons, 6 to case		6 60
½ gallons, 12 to case		7 25
Quarts, 24 to case		7 25
Pints, 24 to case		4 00
Quart bottles, 12 to case		3 50
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados fancy, half barrels	0 49	0 50

DRIED FRUITS.—Outlook for new crop in California is rather unfavorable owing to drought conditions. In certain sections, too, frosts are reported, which have caused fruits to suffer, and affected advance in prunes, apricots and peaches.

Locally this has been a good season for all California fruits. Prunes are now beginning to move freely, and, as market is firming up, a slight advance may be expected.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04¾
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—On primary market very common teas are reported as slightly lower, but these are shipped in such small quantities to this country that it will have no effect on market. Latest mail advices re Ceylons report better flushing weather. Shipments in Ceylons have not been as heavy as expected for March. Primary prices remain unchanged, and sales light. Locally there is no change.

COFFEE.—Coffee market is rather firmer for Brazilians, but unchanged for milder coffees. Further change is not expected at present, as prospects for a large crop are good. Roasters report a rather heavier amount of business during past week.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—If anything whole spice market is somewhat easier owing to tightness of money. Even peppers and cream of tartar have stopped advancing. Dealers do not expect any further advance until the money situation is relieved.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—30	90—0 00	....
Curry powder	shrdlu mfwyp	rfdlu m	mmmm
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Tapioca continues firm at low prices. Cheap rices are slightly easier on primary market, but no change has been made here. It is expected that Rangoon will decline 15 cents a bag before the end of this month, but that other rices will continue unchanged.

	Per	lb.
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 09
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 08½
Medium, pearl	0 06	0 07
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Market is altogether without feature this week. Business is quite dull, both in shelled and unshelled.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 32	0 33
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Almost no change in beans. Market continues very weak, and quality poor. Good beans are to be found only in small quantities, and bring fancy prices.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush.	2 60	3 00
Austrian, mixed, per bush.	....	2 40

CANNED GOODS.

Toronto, April 2.—Canned goods are quiet as far as business from wholesaler to retailer is concerned. A few sorting orders are still coming in, but most retailers, owing to high prices, have still enough in stock to last for some time yet.

Bookings for next season's pack are reported to be much same as in other years by some firms, while others report little business as yet.

VEGETABLES.		Group A. Per doz.
2's, Asparagus Tips		$ 2 27½
2's, Asparagus Butts		1 42½
Beans—		
2's, golden wax		1 00
3s, golden wax		1 40
Gal., golden wax		4 05
2s, Refugee, green		1 00
3s, Refugee, green		1 40
2s, Midgets		1 30
2's, Beets, sliced	....	0 97½
2's, Beets, whole	0 97½	1 30
3's, Beets, sliced	....	1 32½
3's, Beets, whole	1 37½	1 55
3's, Cabbage	....	1 00
2's, Carrots	....	1 00
3's, Carrots	....	1 30
2's, Cauliflower	....	1 67½
3's, Cauliflower	....	2 10
2's, Parsnips	....	1 15
3's, Parsnips	....	1 30
3's, Turnips	....	1 15
Peas—		
2s, extra fine sifted, size 1		1 75
2s, sweet wrinkles, size 2		1 35
Early June, size 3		1 30
Standard, size 4		1 25
Gal., standard, No. 4		5 00
2's, Spinach		1 30
3's, Spinach		1 80
Gals., Spinach		5 32½
3's, Tomatoes		1 37½
Gal., Tomatoes		4 00
2's, Corn		0 97½
3's, Squash		1 15
Gal., Squash		1 35
2's, Succotash		1 15
3's, Pumpkin		0 85
Gal., Pumpkin		2 55

FRUITS.	Group A.
3's, Apples, standard	1 00
3's, Apples, preserved	1 50
Gal., Apples, standard	2 55
Gal., Apples, preserved	4 05
2's, Huckleberries, std.	1 50
2's, Huckleberries, preserved	1 80
Gal., Huckleberries, std.	5 30
2's, Grapes, white, preserved	1 55
Gal., Grapes, white, standard	3 55
2's, Lawtonberries, heavy syrup	2 02½
2's, Lawtonberries, preserved	2 22½
2's, Peaches, white, heavy syrup	1 50
2½'s, Peaches, white, heavy syrup	2 00
3's, Peaches, white, heavy syrup	2 25
1½'s, Peaches, yellow, flats, heavy syrup	1 27½
2's, Peaches, yellow, heavy syrup	1 50
2½'s Peaches, yellow, heavy syrup	2 00
3's, Peaches, yellow, heavy syrup	2 25
3's, Peaches, yellow, whole, heavy syrup	1 77½
3's, Peaches, pie, not peeled	1 27½
3's, Peaches, peeled	1 47½
Gal., Peaches, pie, not peeled	3 52½
Gal., Peaches, pie, peeled	4 37½
2's, Pears, Bart., heavy syrup	1 77½
2½'s, Pears, Bart., heavy syrup	2 12½
3's, Pears, Bart., heavy syrup	2 37½
2's, Pears, Flemish Beauty, heavy syrup	1 77½
2½'s, Pears, Flemish Beauty, heavy syrup	2 12½
3's, Pears, Flemish Beauty, heavy syrup	2 37½
2's, Pears, Keiffers, heavy syrup	1 67½
2½'s, Pears, Keiffers, heavy syrup	2 02½
3's, Pears, Keiffers, heavy syrup	2 27½
2's, Pears, light syrup	1 22½
3's, Pears, light syrup	1 62½
3's, Pears, pie, not peeled	1 27½
3's, Pears, pie, peeled	1 47½
Gal., Pears, pie, not peeled	3 52½
3's, Plums, Lombard, heavy syrup	1 45
Gal., Plums, Green Gage, standard	4 05
2's, Plums, Green Gage, light syrup	1 00
2's, Plums, Green Gage, heavy syrup	1 30
3's, Plums, Green Gage, heavy syrup	1 90
2's, Plums, Lombard, light syrup	0 90
3's, Plums, Lombard, light syrup	1 30
2's, Plums, Lombard, heavy syrup	1 05
Gal., Plums, Lombard, standard	3 55
2's, Plums, Egg, heavy syrup	1 45
2½'s, Plums, Egg, heavy syrup	1 70
3's, Plums, Egg, heavy syrup	2 20
3's, Plums, Damson, heavy syrup	1 45
Gal., Pears, pie, peeled	4 27½
2's, Plums, Damson, light syrup	0 90
3's, Plums, Damson, light syrup	1 30
2's, Plums, Damson, heavy syrup	1 05
Gal., Plums, Damson, standard	3 55

Group B are 2½c per doz. less than above.

Fruits.	
2's, Black pitted cherries, heavy syrup	1 97½
2's, Black, not pitted cherries, heavy syrup	1 55
2's, Red pitted cherries, heavy syrup	1 97½
2's, Red not pitted cherries, heavy syrup	1 55
Gals., Red pitted cherries	8 55
Gals., Red not pitted cherries	8 05
2's, White pitted cherries, heavy syrup	1 97½
2's, White not pitted cherries, heavy syrup	1 65
2's, Black currants, heavy syrup	2 00
2's, Black Currants, preserved	2 30
Gals., Black currants, standard	5 30
Gals., Black currants, solid pack	8 30
2's, Red currants, heavy syrup	2 00
2's, Red currants, preserved	2 30
Gas., Red currants, standard	5 30
Gals., Red currants, solid pack	8 30
2's, Gooseberries, heavy syrup	2 00
2's, Gooseberries, preserved	2 30
2's, Gooseberries, standard	7 02½
Gals., Gooseberries, solid pack	8 80
2's, Pineapples, sliced, heavy syrup	2 05
2's, Pineapples, shredded, heavy syrup	2 05
2's, Pineapples, whole, heavy syrup	2 27½
3's, Pineapples, whole, heavy syrup	2 77½
3's, Pineapples, sliced, Hygeian Brand	2 27½
2's, Rhubarb, preserved	1 55
3's, Rhubarb, preserved	2 30
Gals., Rhubarb, standard	3 52½
Raspberry—	
2s, black, heavy syrup	2 02½
2s, black, preserved	2 40
2s, red, heavy syrup	2 15
2s, red, preserved	2 40
2's, Strawberries, heavy syrup	2 15
2's, Strawberries, preserved	2 30
Gals., Strawberries, standard	7 52½
Gals., Strawberries, solid pack	9 77½

Group B are 2½c per doz. less than above.

SALMON PRICES.	
Sockeye—	
1 lb. flats	2 92½
1 lb. talls	2 87½
½ lb. flats	1 70
(5 case lots 2½c doz. less.)	
Red spring, 1 lb. talls	2 50
Red, ½ lb. flats	1 50
Cohoe, 1 lb. talls	2 30
Humpback, ½ lb. flats	0 90
Humpback, 1 lb. talls	1 25

MANITOBA MARKETS.

Winnipeg, April 2.—(Corrected by Wire).—The cold weather of past week or so has given place to warmth and sunshine and a promise of general improvement in all lines of trade. Grocery and provision merchants perhaps were the least affected by the miserable Easter weather, but their business could hardly escape being somewhat affected by conditions that were general.

Better business is bound to come with opening up of the building season, immigration season and general spring activity and though tight money is much talked of there does not yet appear to be any lack of work for wage earners and as long as there is plenty of employment conditions cannot be bad.

All staple lines of groceries are steady. There has been an increased movement of canned goods following recent reductions and jams and preserves are in good demand as is usual at this season.

Retailers are beginning to feature house cleaning specialties in displays, and as spring is now really here all such lines should be good sellers and worth featuring during the next month. Garden seeds are lines that greatly help to sales of other lines during the next three weeks.

SUGARS.—Sugar is steady and in very fair demand. Some dealers anticipate an advance and are free buyers. The general opinion is that sugar will average cheaper throughout the season than year ago and that any advances will be short-lived and result of manipulation.

Montreal and B.C., in sacks	5 15
Montreal and B.C. yellow, in bbls.	4 40
Montreal yellow and B.C. yellow, in sacks	4 35
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—Molasses are reported as strong in the East with advancing prices. But there is no change locally. New maple syrup should be coming in now and is a popular line worth featuring.

2 lb. tins, per case		2 13
5 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS. — There are no changes to note in dried fruits since the reduction in currants. Jams and dried fruits are good sellers at this season as the green fruit trade has less varieties to offer than at any other time of the year.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 05
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06⅝
50-60s, 25s, s.p.	....	0 07⅛
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07⅛
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—The reduction in Rio's last week is considered as a prelude to cheaper coffee all round, but the market here is not very sensitive. Wholesale tea dealers here have been shipping water East for testing purposes, as is the usual custom at this time of the year. This enables them to formulate blends suitable to the Winnipeg conditions.

Coffee—		
Green Rio, No. 5	....	0 16½
Roasted Rio	....	0 21½
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—There is nothing new to note in the nut trade which is seasonably quiet.

		Per lb.
Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—The market seems to have touched bottom afer a long turn of sharp reductions. Attempts are being made to induce local truck farmers to cultivate white beans. What has been done in that line is claimed to have been successful.

Beans—		
3 lb. picker	....	2 25
Peas—		
Split peas, sack 98 lbs.	....	4 00
Whole peas, bushel	....	2 75
Barley—		
Pot barley, per sack 98 lbs.	....	3 65
Pearl barley, per sack 98 lbs.	....	5 15

WINNIPEG.

PRODUCE AND PROVISIONS. — Butter generally is easier and slight reductions are noticeable all along the line. Receipts of eggs fell off with severe weather of last week but the market is fairly well supplied. Lard is firm and cured meats strong, an advance in price on some line being a weekly occurrence.

Lard—		
Tierces, per lb.	....	0 14
1 lb. bricks	....	0 16
50 lb. tubs	....	7 15
20 lb. pails	....	2 90
10 lb. cases	....	8 85
5 lb. cases	....	8 95
3 lb. cases	....	9 00
Cured Meats—		
Hams	0 17	0 20
Bacon	0 19	0 22
Shoulders	....	0 15
Long clear D. S.	....	0 15¾
Mess pork, bbls.	....	26 00
Butter—		
Creamery	0 32	0 35
Dairy best	0 28	0 29
Dairy, No. 1	0 20	0 21
Dairy, No. 2	0 16	0 18
Eggs—		
Manitoba, per doz	....	0 21½
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

WINNIPEG.

FRUIT AND VEGETABLES.—Arkansas strawberries are now on the market at $4.00 per case and Valencia onions are out, their place having been taken by red globes from the North-western States a very useful line. Florida tomatoes are down to $4.00 per case.

Red Globe Onions	....	1 50
Arkansaw Strawberries, case	....	4 00
Messina lemons	....	7 00
Malaga grapes, kegs	....	9 00
Navel oranges, case	4 50	5 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	9 00
Washington apples	1 50	2 25
Florida tomatoes, case	....	4 00
Ontario apples	4 50	6 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Hothouse rhubarb	....	0 15
Strawberries, quart	....	0 50
Sauerkraut, lb.	....	0 04
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet, basket	....	3 50

NOVA SCOTIA MARKETS.

By Wire.

Halifax, April 1.—Halifax dealers today expected change in sugar prices. Meeting was held at refining company's office this afternoon, but no change was announced. California oranges are up fifty cents to $5.25 and Floridas also fifty higher to $5. Sweet potatoes are 25 cents higher, selling at $2. American onions are down 25 cents to $1.25 and Canadian have declined ten cents to $1.15 per bag. Turnips are ten cents higher, selling at $1.10 per bag. Eggs are quoted at 22 cents and butter prices still continue firm.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	....	0 15
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 22
Flour, Ontario, 90 per cent.	4 95	5 05
Flour, Manitoba best, per bbl.	....	6 05
Grapefruit, per case	....	4 00
Hams, per lb.	....	0 19½
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Onions, Valencias, per lb.	....	0 02½
Onions, American, per bag	....	1 25
Onions, Canadian, per bag	....	1 15
Oranges, Florida, per case	....	5 00
Oranges, navel, per case	....	5 25
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 00
Turnips, per bag,	....	1 10

MANUFACTURE OF PRESERVED GINGER.

Preserved ginger, both Chinese and that from the West Indies is supposed to be prepared from the same kind of plant, but Chinese is much more tender and succulent than the West India product—so much so that it is impossible to dry the rhizomes sufficiently to render them fit for export in the usual commercial form; if it had, dried ginger would have been exported from China long ago.

In China the young green tubers, or "hands" of the plant, are first scalded, then washed in cold water and peeled. They are next covered with a weak syrup (say 1 lb. lump sugar in 6 pints of water for 12 lbs. of ginger), and left for two days. The syrup is then poured off and replaced by stronger syrup, and this is repeated two or three times until the syrup is made very thick (say 12 lbs. sugar in 12 pints water, boiled and stirred till of the consistency of virgin honey), and the ginger swollen, bright, and nearly transparent. The pieces of ginger thus charged with syrup, are then packed in jars or glass bottles as close as possible and these are next filled up to the very top with more thick syrup, so as to leave no room for air. The bottles are finally corked and the jars made airtight by pasting lids and parchment over them. The removed syrups are not lost, but fermented into a pleasant and popular beverage known as "cool drink," very agreeable in hot countries. The Chinese preserved ginger is nearly all prepared at Canton and Hong Kong.

The best preserved ginger is of bright yellow color, almost transparent, consisting of the young and tender tubers only.

◆

ALL ORDERED PRUNES.

Dick, a boy in a grocery store, says an exchange, faithful, active, was always "on the job." One day the employer who had been away returned, glanced at the clock and laughed. Little Dick had obtained from a circus poster the head of a grinning darky. He cut it out, pinned a flaming red necktie under the fellow's chin, printed a sign and placed the words as coming from his mouth—Ten pounds of prunes for one dollar—The negro had "the smile that never comes off." Everybody that looked laughed and most ordered prunes. Dick had initiative and it impressed his employer who encouraged its growth, and so Dick went up, up, up, head salesman, buyer, manager, partner. That is a true story.

◆

TRADE NOTES.

A. H. Jones, grocer, Vancouver, has sold out.

"We trust in God, but in nobody else," is a display card noticed recently in a Hamilton, Ont., grocery store.

The fellow who always has his hand out is apt to invest the proceeds in four fingers.

Mr. Kiely, of O'Loane, Kiely & Co., Ltd., Vancouver, B.C., left for Victoria last week in order to take charge of the branch office recently opened by the firm at that point. The head office will continue to be under the personal direction of Mr. O'Loane. This firm has only been in business in Vancouver for a few months. It specializes in canned goods, dried fruits, and canned salmon, selling direct to the wholesale houses. In the near future Mr. O'Loane will visit the East in the interests of his firm.

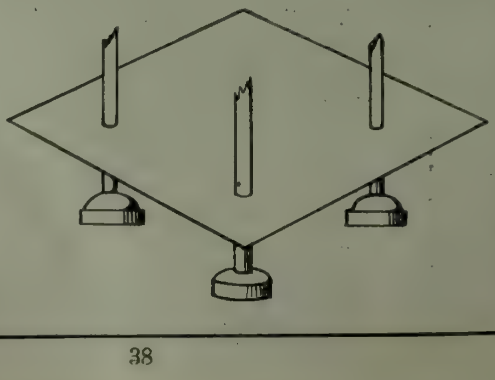
◆

A MOVING DEVICE.

A motion device serves to give an original effect in many cases. Of course, the idea of motion in connection with window displays is not new by any means. It has been tried with the best results in practically all kinds of windows.

The accompanying plan shows how three moving pedestals can be placed in the window. These pedestals will carry objects of heavy weight and original effects can be secured in this way.

The motion is supplied by the simplest of devices. The pedestals run through holes in the floor and are operated by clock work. Even when heavy articles are turned, the mechanism has been found to work smoothly and regularly.



A device for operating moving objects in a show window. This shows the pedestals running through floor of window to cellar, where they are operated by clockwork. A most effective device.

FLOUR & CEREAL DEPARTMENT

Opening of Navigation Helps Trade

Puts Toronto in Line for Exporting Flour—Orders Booked for Future Delivery—Buyers in Montreal Hold Off and Refuse to Stock Up—Cereals Dull—Price Cutting in States Puts Canadian Dealers Totally Out of Line for Export—Increasing Demand for Mill Feeds—Shorts Firmer.

Opening of navigation—which will be general on the 15th—has greatly stimulated business so far as Toronto dealers are concerned, but Montreal millers report that buyers are still running on hand-to-mouth basis and refusing to stock up. Export demand for Canadian flour has shown much improvement, past week having been heaviest on record for some time. Orders booked ahead now are great enough to keep millions going for some time, running at present rate.

So far as prices are concerned market is altogether without feature. One dealer a few days ago stated: "There hasn't been a change in the wheat market in the last three months to warrant a change in flour prices. During December prices did fluctuate a little, but since that have been continually steady. I don't know when I have seen three months so featureless."

Price war in the States has placed Canadian millers totally out of line for export of cereals, and as result trade has been dull and unsatisfactory.

Mill feeds appear to be the only line in which there is any activity. Season is now opening up for both bran and shorts ,and as result demand during past week has shown quite marked increase. Shorts rule firm, and are now expected to gradually lead away from price of bran.

MONTREAL.

FLOUR.—The reduction in freight rate following on the opening of navigation seems to be held up by country buyers as a very good reason for not putting in heavy stocks of flour. They are adopting a waiting policy, and this is not pleasing the millers, who admit that demand is not what it should be.

Winter wheat flour is in good demand, supplies being none too heavy locally. Ontario farmers are not delivering much wheat to the millers, it is said.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags.......	....	4 90
Manitoba strong bakers, in bags..........	....	4 70
Manitoba second, in bags	4 10	4 30

ROLLED OATS.—A moderate amount of business is being done, though prospects are that huge trade will be doing shortly. Export business has been pretty good at unchanged prices. Cornmeal demand is also good; in fact, somewhat better than of late.

Cereals—		
Rolled oats, in 25 sack lots	2 05	2 28
Rolled oats, in single bag lots.............	2 20	2 38
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 30
Granulated oatmeal, in single bag lots....	2 26	2 30
Fine oatmeal, in single bag lots..........	2 26	2 30
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	2 00	2 15
Cornmeal, in 98 lb. sacks	1 85	2 05
Rolled oats, in cotton sacks, 5c more.		

MILLFEED.—The feeling is steady, demand both from local and country buyers being above the average. Prices show no change, though activity in the wheat moulee market may bring about a slight upward movement.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Domestic trade during past week has been rather heavier than usual owing to boats fitting out for opening of navigation. For export, Toronto has been completely out of line for some time, but now with opening of navigation and lake and rail freight reducing expenses, many orders are now being taken for delivery after April 15. Trade as yet is not heavy, but a good start has been made. Dealers look forward to reduced freight rates increasing demand very considerably.

Manitoba Wheat.		
1st patent, in car lots, per bbl bags....	....	5 40
2nd patents, in car lots, per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption....	4 70	4 90
Patents, 90 p.c., domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 65
Blended domestic consumption	4 85	5 15

CEREALS.—Cereal export trade has been rather unsatisfactory during past few weeks owing to a price war in the States. At present Toronto is fully 1s 6d higher than the Southern market, so that practically no business is being accomplished. Domestic trade holds firm, but as one dealer states, is "nothing to boast of." Cornmeal continues altogether without change.

Rolled oats, small lots, 90 lb. sacks......	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots........	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 68
Rolled oats in cotton sacks, 5 cents more.		

MILL FEEDS.—Rather a better demand is being felt for bran than week ago, and now good business is being accomplished. Shorts, too, are beginning to move freely, and if anything have taken on slightly firmer tone. One miller states: "If any mill feed does advance it will likely be shorts. But there is now a fair amount of stuff in the country, so that we don't look for any immediate advance over $22." Season for both bran and shorts is now opening up, and it is expected that in a couple of weeks trade will be much brisker than at present.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	21 00	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton......	26 00	27 00

WINNIPEG.

FLOUR AND CEREALS.—The domestic trade in flour and cereals is quite brisk and mills report an improved export enquiry. The grain trade and its products have assumed a healthier tone, and a general feeling prevails that prices will steadily advance.

Flour—		
Best patents, per bbl.	....	5 40
Seconds, per bbl.	....	4 80
Bakers', per bbl.	....	4 60
Rolled Oats—		
Rolled oats, 80 lbs.	....	1 75
Standard granulated, 98 lbs.	....	2 25
Cornmeal, sack, 98 lbs.	....	1 75
Wheat granules, 98 lbs.	....	2 65
Bales, 16s	....	3 08

* * *

Tired Tim—See them suffragettes? They are walking to Washington.

Dusty Dick—Yep. After invadin' all the other lines of trade, women are puttin' the tramp business on the bum!—Puck.

FISH & OYSTERS

Dealers Look to Fresh Fish to Boost Trade

Fresh Herring Expected Almost Any Day Now—Good Catches of Haddock Reported at Coast—Opening of Navigation Expected to Increase Trade—Stocks of Frozen Lines Well Cleared Up—Dealers Hold Back Awaiting Arrival of Fresh.

More favorable weather conditions at the coast during past week have permitted fishermen to reach fishing grounds and make good catches. Demand for all fish has fallen off considerably since Easter, but this is most marked in frozen, smoked, and salted lines. Inquiry for fresh keeps pretty firm, and dealers are awaiting the arrival of these in large quantities to build up demand again. While even a better trade than was expected is being accomplished this week, still now that frozen stocks have been pretty well cleaned up there is a tendency to hold back until new lines come in. With opening of navigation and fresh supplies trade is expected to pick up materially.

Oysters are moving rather slowly, little interest being taken in pushing sales.

MONTREAL.

FISH.—Salmon is now being asked for freely, and, while the demand has dropped off to a considerable extent for all lines, yet fresh fish has sold freely, and it is expected that there will be no material decrease in this line. Oysters are not moving any too freely, while all fish are arousing little interest.

FRESH AND FROZEN.

Black Sea bass, per lb.		0 12
Bluefish, fancy, per lb.		0 13
Barbotte (dressed), bullheads, per lb.		0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak cod, per lb.	0 06	0 06
Tom cod, new, per bbl.	....	1 25
Flounders, per lb.	....	0 04
Haddock, per lb., frozen	0 04	0 05
Haddock, fresh, per lb., by express	0 05	0 05½
Halibut, fresh, per lb.	....	0 13
Herring, frozen, per 100 fish, medium	....	1 80
Herring, large, per 100 lbs.	....	2 25
Mullets, per lb.	....	0 10
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	....	0 15
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	....	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Acadia pure cod tablets, 20 lb. boxes, per lb.		0 10½
Halifax pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		0 07½

SALTED AND PICKLED.

New green cod, per bbl., 200 lbs., No. 1.	....	7 00
New Labrador herring, per bbl.	5 00	5 00
New Labrador herring, per half bbl.	2 80	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock. per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 25
Holland herring, bbl.	....	10 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 11
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 11
Herring, new, smoked, per box	....	0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal.		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 35

TORONTO.

FISH.—Trade in fish still keeps fairly brisk, and is reported by one dealer as much better than expected for season. Fresh caught fish are expected in quantities at any time now, and in expectation of these dealers are reducing stocks of all frozen lines. Fresh herring are expected any day, which will open season fully two weeks earlier than year ago. Demand for shad has practically disappeared with Easter week, and snappers, brought in only as specials for Easter, are now off market.

FROZEN FISH.

Qualla salmon, per lb.	0 08	0 09
Halibut, per lb.	....	0 12
Pickerel, per lb.	....	0 09
Restiguse salmon, per lb.	....	0 20
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Cohoe salmon, per lb.	....	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 08
Halibut, per lb.	....	0 14
Live lobsters, per lb.	....	0 50
Roe shad, each	1 75	2 00
Steak, cod	....	0 10

SMOKED.

Ciscoes, per basket	....	1 00
Ciscoes, per box of 15 lbs.	....	1 50
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 12

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish herring, Loch Fyne, per kit	....	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 70
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16
Smelts—		

HALIFAX.

FISH.—There has been marked improvement in fresh fish situation during past week. With more favorable weather conditions fishermen were able to reach fishing grounds, and as result some good catches have been landed at principal points along coast. Fish taken were mostly haddock.

Local dealers report a heavy falling off in demand for fresh since close of Lenten season. Lobster situation shows but little improvement, there being general scarcity at all sections along coast.

WINNIPEG.

FISH.—Fresh herrings and halibut seem to be much in favor among Winnipeg consumers. It is certain that consumption of sea fish is steadily increasing and at a ratio much faster than could be accounted for by increase in population. Oysters are quieter as the season draws to a close.

Fish—	
Oysters, per gallon	2 75
Fresh salmon	0 11
Frozen halibut	0 09
Fresh whitefish	0 09½
Fresh pickerel	0 08
Block cod	0 10
Haddock	0 08
Finnan haddies	0 08
Holland herring, keg	0 72
Kippers, box	2 00
Smoked cod	0 12
Goldeyes, dozen	0 50
Labrador herring	4 20
Fresh trout	0 12

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W. Tetley Jones, of Joseph Tetley & Co., Ltd., London, England, is visiting the Canadian branch of this firm, and expects to be in Canada two or three months.

Enormous Sales of Fish Made in One Day

Example of What Can Be Done By a Retailer Who Gets Behind This Important Line—List Showing Varieties Sold and Quantities of Each—About Four Ton In All Sold In One Day.

To the dealer with up-to-date methods of handling fish, and with a knowledge of the business, the fish trade proves very profitable. Those who are actually energetically engaged in the business state that the fish trade is rapidly increasing, that it is much better than last year, and has shown steady growth for several years. Just what the reason is is hard to state briefly, but one point remains undisputed, and that is that demand is rapidly advancing and opening out greater opportunities than ever before to the man who "looks alive."

Fish Sales of a Day.

Just as an example of what can be done in the way of one day's sales the list herewith is given showing in round numbers actual quantities of various lines of fish sold by Gallagher & Co., retail fish dealers, Toronto, on Holy Thursday, which came this year on March 20.

C. Heslop, one of the salesmen, states that Holy Thursday with Good Friday are the biggest fish days during the year.

Halibut	1500 pounds	mostly fresh. Some frozen.
Haddock	1200 pounds	fresh.
Cod	1200 pounds	fresh.
Whitefish	1000 pounds	frozen.
Whitefish	150 pounds	fresh caught.
Salmon (salt water)	800 pounds	mostly frozen.
Trout	500 pounds	fresh.
Shad	200 pounds	fresh.
Bluefish	200 pounds	fresh.
Smelts	150 pounds	salted.
Haddie	100 pounds	smoked.
Flounders	250 pounds	fresh and frozen.
Total	7250 pounds	

List showing one day's fish sales of a Toronto retail firm.

On Thursday they sold between 3½ and 4 tons in all, made up as shown in the accompanying panel.

The list shows a total of 7,250 pounds, or somewhat more than three tons and a half. This does not include lobsters, bulk oysters, shell oysters, clams, or any of the other lines known more commonly as specialties. In all a total of approximately 4 tons was reached.

Care in Handling.

In speaking of the handling of fish, Mr. Heslop states: "One of the most important points is never to allow fish to freeze and thaw alternately, as this takes all the flavor and "goodness" out of the fish. A fish packed in ice will keep a week quite easily, but if taken from the ice and put in the window or outside exposed to the sun it will keep only about a day. For this reason it becomes important to arrange all window trims on ice."

In connection with their fish business Gallagher & Co. handle fresh fruits and vegetables as well. These they claim work together with fish, each tending to increase the sales of the other.

Mr. Heslop, who supplied The Grocer with the above information, is a Scotchman, born and bred in the Old Country. It was there that he learned the fish business in all its varied forms. He states: "There is a great knack in handling fish. Perhaps more skill is required in handling fish than in anything else in the grocery line." Mr. Heslop would strongly advocate separate fish departments in connection with stores. He claims that the fish trade is confined chiefly to the larger places, as the ordinary consumer is not attracted by fish when shown in connection with groceries, and for this reason people in the country and smaller centres have not come to demand fish as the people in the cities, where more attention is given and a separate department provided.

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CABBAGE AND SEED WINDOWS.

Woodstock Grocers Have Something New to Show the Public.

Woodstock, Ont., April 4.—(Special.)—Many grocery windows in Western Ontario have for the past few weeks displayed canned goods, pickles and breakfast foods, in piles, rows and pyramids. In most cases they have been staple lines, with no special features or price attraction.

In seeking exceptions to this general rule, a Grocer correspondent found two on Dundas Street, Woodstock. Poole & Company had piled their west window full of large, white cabbages, firm and attractive looking. Here was something a householder would probably not think of, unless in sight. The vegetables were not priced in the window, because price was not the attraction; it was a little between-season offering which no doubt made a hit.

Farther down the street E. J. Coles Company anticipated spring with a seed window. Some trouble had been taken to arrange the packets in strips suspended at different angles from the window ceiling. Seed packets formed the walls of a miniature house in the background, and a special price of three for 10 cents was announced.

Another Woodstock grocer has introduced a variation of the old-fashioned plan of using soap with which to write advertisements on a store window. His announcement is made in clear letters with a piece of cloth on a background of soap-painted window, and is fairly prominent, especially at night.

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LEAKS IN THE GROCERY STORE

While it is probably late in the season to talk of frost on windows, yet a Montreal retailer calls attention to a condition in this regard which causes considerable loss. In many windows during the winter, he states that certain articles had been placed too close to the glass with the result that the frost which had gathered on the window during the night and thawed off in the morning had caused considerable moisture and wet. This had come in contact with the goods displayed thus spoiling or damaging them sufficiently to make them unsaleable or hard to sell.

This leak assumed large proportions in one window where it had damaged a dozen and a half of package icings. This loss could have easily have been avoided by taking a little care in placing the goods at least six inches away from the glass. Damaged goods from this source is the result of haste, thoughtlessness or carelessness.

Pineapples Arrive Freely; Tomatoes Up

Pineapple Season Opening Strong—Shipments of Car Lots Being Received—Louisiana Berries on Market—All Oranges Scarce and High—First Car of Florida Cucumbers Received on Toronto Market—Over Supply of Roots and Potatoes.

Pineapples from Port Rico are now arriving on Canadian markets in car lots. As yet they are not moving freely on account of high prices, but with excellent quality, and arriving in splendid condition it is expected that demand will soon pick up.

Strawberries have been received this week, both from Florida and Louisiana.

Oranges of all kinds are scarce and high. A great number of the large producing centres are about cleaned up so that prices are likely to continue high for the rest of the summer. Italian oranges are expected to arrive on Canadian markets shortly.

The lemon market at present is pretty much a weather market. Stocks on hand are light and those to arrive only moderate, so that prices are likely to continue firm.

Tomatoes have been advancing rapidly on primary market during past week, owing to heavy rains of week ago, having destroyed practically half of the Florida crop. Quality of those arriving now is excellent, and prices high. Conditions are likely to remain much same, with probably firmer tendency, until shipments are made from Texas and Mississippi.

MONTREAL.

GREEN FRUITS.—The market has shown more activity during past week than usual. Oranges are selling freely, although prices are a little up since last week. Lemons are steady under good demand, while Florida tomatoes are also moving well.

Apples—		
Ben Davis XXX.	3 50	4 00
Spies, first grade, per barrel	5 00	5 50
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Bananas, crated	1 75	2 50
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Lemons	3 00	4 00
Oranges, California navels	3 00	4 50
Oranges, Valencias	3 75	5 00
Oranges, Mexican	1 50	2 50
Oranges, Florida	4 00	4 75
Pears, California, Winter Nellis, box 15 doz.		5 00
Pineapples, Cubans, cases of 24	4 50	5 50

VEGETABLES.—New cabbages from the South are selling freely and prices are reasonable, in fact low, compared with those asked for early shipments in former years. There is an easier tone to market all round owing to fact that supplies are more plentiful.

Asparagus, dozen bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 00
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Carrots, bags	0 75	1 00
Cabbage, bbls. of 3 doz.	1 50	1 75
Cauliflower (for single cases $2.00) double	3 00	3 50
Celery, per crate (3 to 6 doz.)	4 25	4 50
Cucumbers, per dozen	2 25	2 50
Leeks, per bunch	....	0 30
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag..	0 65	0 67½
Quebec grades, car lots, per bag	0 60	0 62½
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case	....	3 25
Tomatoes, Florida, choice, per case	....	2 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	1 75	2 00
Curly lettuce, crates, 4 doz.	1 75	2 00
Strawberries, qt.	0 50	0 65
New potatoes, 6c lb. or, bbl.	7 50	8 00
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15
Water cress, per doz bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	3 00	3 50
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	2 00

TORONTO.

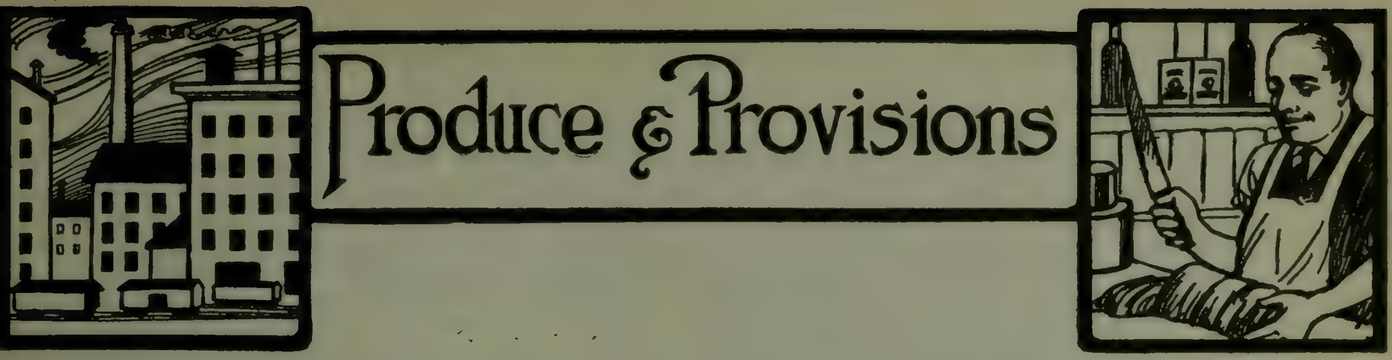
GREEN FRUITS.—First Louisiana berries are now on market, selling at 15 cents per pint. These are arriving in splendid condition and show good firm quality. Pineapples too are being brought in by car lots, but as yet have not begun to move freely, owing to high prices. Lemons have advanced slightly and are likely to hold firm at present quotations. Stocks locally are light.

Business on whole is very satisfactory, but no great rush has as yet set in.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 50	4 25
Grapefruit, Jamaica, all sizes, per case..	3 00	4 00
Lemons, Messina	....	4 00
Limes, per box of 100	....	1 50
Oranges, Florida, ordinary case	4 00	4 25
Oranges, Florida, Valencias, case	4 50	5 00
Oranges, California navels, per case	4 25	4 50
Oranges, bitter, case (200 and 160)	2 25	2 50
Oranges, Valencia, ordinary, 420c, case..	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	4 00	5 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Strawberries, Louisiana, box of 2 doz pints	....	3 50

VEGETABLES.—First car of Florida cucumbers arrived on Tuesday. This, it is stated, is the earliest that cucumbers have ever arrived in Toronto in car lots, it generally being nearer the middle of April before they appear. Florida cabbage, quoted week ago, has again disappeared on account of high freight rates. Cauliflower is scarce and hard to get at prices quoted. Boston cucumbers are likely to drop considerably on account of arrival of Floridas. All roots and potatoes are weak and with overstocked markets, and farmers anxious to rush in their stocks, whole market is pretty sick.

Beans, wax and green, hamper	5 00	6 50
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Brussel sprouts, per quart box	....	0 22
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)..	0 75	1 00
Cabbage, Charlston, new, crate 5-6 doz...	2 25	2 50
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 50	3 75
Celery, California, bunch of dozen heads	....	1 25
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house doz.	2 50	3 00
Cucumbers, Florida, hamper,	4 50	5 00
Egg plant, per crate of 30 to 45	3 50	4 00
French Indive, case of 16 to 17 lbs	....	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	2 25	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Potatoes, Ontario, per bag	0 75	0 85
Potatoes, New Brunswick, per bag	1 00	1 05
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	8 50
Radishes, hamper	....	2 50
Rhubarb, according to size, doz. bunches	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	3 00	3 25
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cress, per doz. bunches	....	0 35



Firmness Still Rules in Provision Market

Prices on Many Lines Advance Half Cent in Toronto—Trade Depends Almost Entirely on New Makes in Butter For Supply—Finest Quality Scarce—Weather Market in Eggs—New Makes in Cheese Expected to be as Heavy as in Previous Years.

During the past week demand for provisions has been fairly brisk, but otherwise market has been met. Light receipts of hogs together with steadily advancing prices have maintained all prices and manufactured articles, and in some cases caused an advance. Whole market holds quite firm with upward tendency. Demand is expected to increase as soon as heavy stocks ordered by retailers at Easter have been worked off.

The scarcity of fine and finest makes in butter reported during the past couple of weeks is still quite pronounced, and as result available stocks in these are bringing high prices. Storage stocks have been pretty well reduced so that all trade is turning to new makes for supply. After a week or two the situation is expected to be much easier, even to lower prices being effected.

Stocks of old cheese for sale have been pretty well worked off, and some interest is now beginning to be shown in new fodder cheese. With butter prices ruling high opinion has been that new makes will be lighter than in former years, but latest advices from some of the larger cheese centres both to the East and West, speak of an early season and fully as large a make as at corresponding season year ago.

Egg market still shows downward tendency. Only bad weather and bad roads, it is reported, are keeping up the market, as eggs are in the country in large quantities if farmers could only market them.

MONTREAL.

PROVISIONS.—Prices for all lines are fully maintained, but buying in some lines such as smoked meats is limited, because fairly good stocks seem to be held by the trade as a result of overbuying for Easter. Lard is in fair demand, also some activity being shown, but not enough to make any alteration in prices.

Long clear bacon, heavy lb.		0 15½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	0 15½	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 18½
Medium sizes, 15 to 19 lbs., per lb.	....	0 19
Extra small sizes, 10 to 14 lbs., lb.	0 19	0 19½
Bone out, rolled, large, 16 to 25 lbs., per lb.		0 18
Bone out, rolled, small, 9 to 12 lbs., lb.		0 21
Breakfast bacon, English, boneless, lb.	0 19	0 22
Windsor bacon, skinned, backs, lb.	....	0 23
Spiced roll bacon, boneless, short, lb.	....	0 16½
Picnic hams, 6 to 12 lbs.	....	0 15½
Ham, cooked, per pound	....	0 28
Wiltshire bacon (50 lb. sides)	....	0 18
Cottage rolls, small, about 4 lbs.	....	0 18
Hogs, live, per cwt.	....	10 25
Hogs, dressed, per cwt.	....	15 00
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 14¾	0 15
Cases, tins, each, 10 lbs., per lb.	0 15¼	0 15¾
Cases, tins, each 5 lbs., per lb.	0 15½	0 16
Cases, tins, each 3 lbs., per lb.	0 15½	0 16
Pails, wood, 20 lbs. net, per lb.	....	0 15
Tubs, 50 lbs. net, per lb.	0 14¾	0 15½
Tierces, 375 lbs., per lb.	....	0 14½
One pound bricks	....	0 16½
Compound Lard—		
Boxes, 50 lbs., per lb.		0 09½
Cases, 10-lb. tins, 60 lbs. to case, per lb.		0 10¼
Cases, 5-lb. tins, 60 lbs. to case, per lb.		0 10½
Cases, 3-lb. tins, 60 lbs. to case, per lb.		0 10½
Pails, wood, 20 lbs. net, per lb.		0 10
Pails, tin, 20 lbs. gross, per lb.		0 09¾
Tubs, 50 lbs. net, per lb.	0 09¾	0 10¼
Tierces, 375 lbs., per lb.	0 09½	0 09¾
One pound bricks, 60 lbs. to case	....	0 11¼
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces	27 50	28 00
Canada short cut back pork, bbl., 45-55 pieces	....	27 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		27 50
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel 100 lbs.		10 00
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied hock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—The situation shows more strength this week as a result of many inquiries from nearby States centres lower grades have been pretty well disposed of, and higher grades are not overplentiful.

Creamery blocks, Sept. and Oct. make	....	0 32½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 30	0 30½
New Zealand	0 32	0 33

EGGS.—Market remains steady under a good demand following on decline last week in new laid. Receipts of new laid are becoming heavier and a further drop may take place at any time. Storage eggs have been reduced to a minimum.

New laid eggs, per doz.	....	0 25

CHEESE.—Situation has remained pretty much unchanged of late. Demand has also been more steady at firm quotations. But the price of butter which seems likely to stay at present high level, may bring about a decrease in make for the simple reason that factories will give the preference to butter. The stock of cheese in Montreal on the first of March was 35,050 boxes, but heavy exports have reduced this by two-thirds.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—Prices are unchanged, with supplies a little more plentiful. There does not seem to be any great interest taken in the line at present.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24

TORONTO.

PROVISIONS.—"In the city," says one dealer, "provisions are going well enough, the trade holding right up, but in the outlying points trade has not yet become quite so brisk." An advance of ½ cent, and of 1 cent on finest cuts, has been made this week on light and medium hams and on backs. Some dealers have also advanced prices ½ cent on large hams, and bacons. Market continues quite firm both for meats and lard in sympathy with high prices of hogs. Extra heavy long clear bacon is now practically off market as no extra heavy hogs are offering.

Smoked Meats—		
Light hams, per lb.	....	0 18½
Medium hams, per lb.	....	0 18
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 22½
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	....	0 15½
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
Lard, tierces, per lb.	....	0 14¼
Lard, tubs, per lb.	....	0 14¾
Lard, pails, per lb.	....	0 15
Lard, compounds, per lb., tierces	0 09	0 09½

[illegible]	9 50	9 65
Live hogs at country points	9 15	9 40
Dressed hogs	....	14 00

BUTTER.—All good stuff is moving out rapidly. Stocks are practically nil, some dealers having only enough to last but a few days now. Makes are increasing a little and showing slightly better quality than a few weeks ago. Offerings are not heavy enough, however, to lay aside any so that supply and demand are likely to be pretty tight for next week or so. With regard to price one dealer stated: "The market appears to have reached the top of the peak, and is holding firm. From this out we can look for a decline.

	Per	lb.
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmers' separator butter	[illegible]	0 30
Dairy prints, choice	0 26	0 27
Dairy solids	[illegible]	[illegible]

EGGS.—Towards latter end of last week egg market stiffened considerably, owing to storms and bad roads cutting down offerings. Prices ran as high as 23 and 24 cents, but are now falling rapidly and are expected to reach 21 or lower before end of week. Offerings are quite heavy causing general weakness.

Eggs—		
Strictly new laid, per doz.	0 21	0 22

CHEESE.—Cheese situation continues to hold firm, owing to good export inquiry. Stocks are becoming pretty well reduced and whole market is in healthier condition.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14½
New, twins	0 14¼	0 14½

POULTRY.—Heavy stocks of frozen birds have tended to keep up demand, which would otherwise ease off with warmer weather. Owing to the approach of the Jewish Passover local demand for live fowl has very greatly increased. Market remains firm with unchanged prices.

Chicks, milk fed, lb.	0 22	0 23
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Stocks in honey are becoming pretty well cleaned up. Some bulk honey is still on market, but small pails and comb honey have practically disappeared.

Honey, strained—	
Clover honey, 60-lb. pails, per lb.	0 12½
Clover honey, 10-lb. pails, per lb.	0 12¾
Clover honey, 5-lb. pails, per lb.	0 13
Buckwheat, 60-lb. tins, lb.	0 10½

* * *

OLD WALKERTON GROCER SELLS.

In Business There For More Than Thirty Years.

Walkerton, Ont., Apr. 3.—One of the oldest merchants in this town, James Whitehead by name, has disposed of his grocery business. He has been here for the past 31 years.

Not only has Mr. Whitehead's business career been among the very longest in town, but it has also been amongst the most successful that Walkerton has produced. In fact the Whitehead family have played a prominent and most important part in the business life of Walkerton for the past 30 years.

Having sold his general store in Dunkeld, the late Thomas Whitehead, head and author of the family, came here in 1877 and erected the large three storey brick block, in which the Merchants Bank is now located. Here he established a large general store and also launched the hardware business now controlled by David Traill. In this block, James Whitehead opened a grocery store in May, 2nd, 1882, in the stand now occupied by Goode & McKay.

From that day until the present time he has been continuously connected with the grocery business. On the death of his father, Thos. Whitehead, some thirteen years ago, he in conjunction with J. B. Huether, assimilated the dry goods business of the deceased, and conducted a general store under the firm name of Whitehead and Huether, the partnership dissolving after eight years of business, when Mr. Whitehead took over the grocery end, and later added ready-made clothing and boots and shoes, all of which are now scheduled to pass into the hands of the new purchaser, T. R. Murdoff, of Toronto. The proposed close of this long business career here, and the removal of the Whitehead sign from the mercantile section of the town will be something of an epoch in the history of Walkerton. Mr. Whitehead has not yet decided where he will locate, but for the present will reside for a time here.

Displaying Provisions Now Good Business

A Neat Window Trim in Store of Andrew Thompson, King Street, Toronto, Which Sold a Considerable Amount of Goods—Ideas of the Thompson Store in Matter of Getting Attention of the Passersby.

With coming warmer weather and a desire on the part of the housewife to get meals ready with as little preparation as possible, there is now a rapidly increasing demand for smoked and cooked meats and prepared meats of all kinds. Especially is this true just now, as the Lenten season is just over, and, aside from weather conditions, demand is tending to increase.

In the store of Andrew Thompson, retail provision and fruit dealer, King Street E., Toronto, special attention has been given to displaying provisions during the past two weeks. Last week quite an attractive window trim was presented. The background of the window was formed of rows of sides of boneless breakfast bacon, and turkeys. On a tier of steps in the bottom of the window were neatly arranged spare ribs, smoked hams, backs and rolls, farmers' sausage, summer sausage, black and white puddings, and some dry salt pork. These were brightened up considerably by the introduction of a few greens and a few bottles of olives and catsup.

Mr. Thompson places especial value on his window. Situated as he is right by the car line, many people passing in the car note the display, and either order by phone or call to see the goods later. Mr. Reynolds, one of the sales staff, states that very often after a display has been removed from the window customers will come in stating that they had seen certain lines displayed during a certain week and ask if these are still in stock.

In the Thompson store dried up pieces of meats are made use of for dish display purposes. Pieces of bacon, which in bulk would appear very unattractive to customers, and if sent out would probably be returned as too dried out for use, are sliced up with the slicer, neatly arranged on platters with the meat edge showing and made use of for window or counter displays. A little lettuce sets these off to great advantage, and in this form no trouble whatever is found in disposing of them. This, Mr. Reynolds claims, is the best way of getting rid of pieces.

Special importance is placed on giving prominence to the name of the store, and to this end the name Andrew Thompson is painted in large letters right across each window. This, it is claimed, makes the name so prominent that people passing either in the car or on the street and attracted by the display at once associate the goods with the store.

* * *

Herbert Collings, of H. Collings & Co., spice merchants, of Philpot Lane, London, E.C., England, is in Canada on a business trip. Halifax, St. John, Quebec, Montreal, Toronto, Hamilton, London, and New York are on his itinerary.

Don't Blindfold Yourself to The Possibilities of the Western Trade.

This is the only way you could possibly be ignorant of the vastness of the trade that is being or can be done in Western Canada.

There is not one line of goods that is not in demand in the West at the present time. Your line is wanted and we, with our five immense warehouses in the best sections, and large selling force offer our services to introduce your line. Get in touch with us, for we are in touch with the trade.

Drop a card to-day.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY

HAMS and BACON

Easter marks the opening of the season for Hams and Bacon. Be prepared for the demand and stock up with the old reliable

"Star Brand"

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

Established 1854.

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 doz. in case	1 25
¼-lb. tins, 4 doz. in case	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

F. COWARD,

402 Spadina Avenue, Toronto.

Flaked Rice, Sago, and Tapioca in 5c cartons, per doz., 45c.

Potato Flour (finest) in 10c cartons, per doz., 90c.

Self-raising Flour (as prepared in England), in 10c cartons, per doz., 95c.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 60
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 65
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90

Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—Willson & Warden, Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 ds	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 60
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

BRAND'S POTTED MEATS

Leading Lines:

- Bloater Paste,
- Chicken and Ham,
- Chicken and Tongue,
- Ham and Tongue,
- Tongue,
- Turkey and Ham,
- Turkey and Tongue,

There is nothing nicer for breakfast, lunch, supper, picnic sandwiches, than Brand's quality preparations. They are always found to be delicious in flavor and of guaranteed purity.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Leading Lines:

- Anchovy Paste
- Salmon and Anchovy
- Salmon and Shrimp,
- Shrimp,
- Turkey,
- Chicken,
- Game, Etc.

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 38
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb....	0 36
Mo-Ja, ½-lb. tins, lb......	0 32
Mo-Ja, 1-lb. tins, lb.......	0 30
Mo-Ja, 2-lb. tins, lb........	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.
402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net
In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.....	0 15

CHEESE.

MACLAREN'S IMPERIAL.

	Ontario prices per doz.
Individual (each 2 doz.) ..	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz. ..	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz. ...	7 00
32 oz. (all flavors) doz. ...	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz......	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES.

BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s....	7 50
Claret, pts., Crown, 50s...	5 10
Claret, qts., Cork, 50s......	7 50
Claret, pts., Cork, 50s......	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Cs. 200 7-oz. pieces, cs...	7 50
Cs. 200 10-oz. pieces, cs..	12 00
Cs. 100 10-oz. pieces, cs..	6 50
Cs. 50 ¾ lb. pieces, cs...	3 75
Cs. 50 1-lb. pieces, cs....	4 50
Cs. 12 3-lb. bars, lb.....	0 09
Cs. 25 11-lb. Bars, lb.....	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs....	3 35
Cs. 12 3-lb. Bars, lb.....	0 08½
Cs. 25 11-lb. Bars, lb....	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.........	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts........	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.........	3 75
Apple Juice, 24 pts.........	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts....	4 50
Sparkling Cider, 24 pts....	4 75
Sparkling Cider, 36 sp.....	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts......	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100....	10 00
Moyens, tins ½ kilo, 100..	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10¾
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case)...	5.50	5.35
7 lb. tin (½ dz case)..	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case)...	4.80	4.65
7 lb. tin (½ dz case)..	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.............	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large, cases 1 doz., doz...	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box...	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80
Straight.	
Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz...	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz......	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz...	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz..	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.
Imperial Sterilized Gelatine.
Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

WORLD RENOWNED
C.F.St.&Co
BRAND STUHR.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardols).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

Your Wholesaler

is *always* glad to have your order for Fels-Naptha Soap; he has no other business than delivering and billing.

Of laundry soaps, Fels-Naptha is a standard; in fact "*the*" standard

---

A Good Many Homes.

The Grocers are supplying Jell-O, America's most famous dessert, to ten million homes in this country—that is, Jell-O is in "every other" home. And some families use a lot of

JELL-O

These facts certainly interest grocers, and they remind us that if grocers who desire the beautiful new *one-piece* Jell-O window trim will write us, they will get it promptly, entirely free of cost to them, of course.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John, N.B.
Vancouver, B.C
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

SEEDS

Present Prices f.o.b. Toronto

	Per 100 lbs.
No. 1 Government Standard.	
Red Clover	$24.00
Mammoth Clover	24.50
Alsyke Clover	26.00
Alfalfa Clover	16.00*
Alfalfa Clover	15.00x
Timothy	5.50
No. 2 Government Standard.	
Red Clover	$22.00
Mammoth Clover	22.50
Alsyke Clover	24.00
Timothy	4.75z
No. 3 Government Standard.	
Red Clover	$19.00
Mammoth Clover	20.00
Alsyke Clover	20.00
Timothy	4.00
Dutch Sets	11.00
Shallots	5.00

*Gold, x, Silver, z Pine Tree.

Geo. Keith & Sons

Phone Main 163

Toronto -:- Ontario

Seedmerchants since 1866

TOMATOES, CELERY, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

WATCH

for Tracuzzi's new brand of

FANCY LEMONS

"Queen City"

Here in a few days. Order ahead from your jobber, or write me.

J. J. McCABE

Agent

Toronto, - Canada

NATION'S CUSTARD

POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.
143-149 University Ave., Toronto

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO

PINEAPPLES

As usual we will be dealing extensively in Cuban Pineapples. The Season is opening with prospects of a good Crop, and Moderate Prices.

We will have full supplies of all sizes throughout the Season, and when you buy Pineapples from us you get the best.

WHITE & CO., LIMITED
Dealers in High Class Fruits and Vegetables
TORONTO AND HAMILTON

FANCY FLORIDA TOMATOES

The very finest—hard, ripe, smooth, sound

FLORIDA PINEAPPLE ORANGES

The sweetest orange on the market. They are heavy thin-skinned fruit and full of juice. Just what your customers have been asking for. Order NOW.

Remember our BANANAS are the best.

THE HOUSE OF QUALITY.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

The Arctic Refrigerator

Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

The "Arctic" is very widely known and has always given entire satisfaction. The best stores in the country use the Arctic. It is sanitary, and makes an attractive store fitting, keeping perishable stock always cold (dry cold), and fresh.

Send for 1913 Catalogue to-day.

A full line of new goods in stock.

Agents in West. J. UPRICHARD - Regina, Sask
Quebec and Maritime Provinces WOLF, SAYER & HELLER Montreal

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

Nothing Else Will Do

They get the habit early in life and it lasts—as youngsters they are told to get

Windsor Table Salt

—and they get it—any other salt is refused—then, and when they are "grown-up." Cultivate this habit and retain the good will from first to last by offering Windsor Salt first.

CANADIAN SALT CO., LIMITED
WINDSOR ONTARIO

LEITCH ANCHOR BRAND OAK LAKE

Every Pound Of ANCHOR BRAND FLOUR

Is Profitable To Dealers

because consumers, although at first influenced by loud advertisements, are never slow to detect the superior merits that are invariably found in **Anchor Brand Flour**—because of its **uniformity of quality**, which is the qualification most sought for and yet is the most difficult to obtain, except in medium-sized Mills, where natural facilities are existing because of the limited quantity of wheat required . . . and this detail fits in nicely with the available quantity of high grade wheat in the harvest, and which is **always very limited.**

Anchor Brand Flour makes good bread because it contains but the kernel.

Get a free 3-lb. sample bag.

Leitch Brothers' Flour Mills, Ltd.

"MILLERS OF QUALITY"

OAK LAKE :-: MANITOBA, CANADA

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND"

Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity | MONTREAL | Reliability

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

DEMONSTRATE SOCLEAN *in your store*

Order a barrel of "Soclean" and sweep your store every day with it. You will soon see the wonderful difference there is, not only the cleanliness of your floor, but also in the dusting of your stock.

Cleanliness is the keynote of success in the Grocery business. The best class of trade is drawn to the grocer who keeps his store clean, fresh and free from dust. The easiest, quickest and most economical way is the free use of SOCLEAN, the dustless sweeping compound. Your customers will notice the difference.

SOCLEAN LIMITED

"The Originators of Dustless Sweeping"

TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Century SALT

is the salt that is winning public attention and favor. Best for table. Best for dairy. Stock it, it fills every want of the household. Get our new price list. We ship promptly.

THE DOMINION SALT CO.
LIMITED
SARNIA, ONT.

THE
British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

Parowax

(Pure, Refined Paraffine)

You can build up a good, steady line of trade by reminding your women customers how much Parowax helps in the wash.

Parowax is a splendid seller with housewives everywhere.

They just add it to the soap in the wash-boiler, and the things come out beautifully clean and white without any hard rubbing.

This is the same Parowax that is in such wide demand for sealing jellies, preserves, etc. It makes an absolutely air-tight, mold-proof seal.

Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.

The Imperial Oil Co., Limited
Toronto Winnipeg Montreal
St. John Halifax

PRINCESS BRAND CONDENSED MILK
Banner Brand CONDENSED MILK
St. George Brand of Unsweetened Evaporated Milk

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.50
Princess Condensed Milk, 4 dozen in case	$4.20
Banner Condensed Milk, 4 dozen in case	$5.00

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax.

J. MALCOLM & SON

St. George Ontario

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST
Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn-Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities ana Catalogue No. 41. They are free.

KINGERY MFG. CO.

Cincinnati, Ohio

Make a Display

For the purpose af aiding grocers in rapidly handling our lines and getting new business, we furnish them with dummies, show cards and other devices, setting forth the merits of

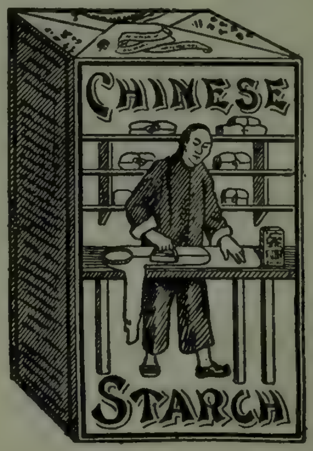
Chinese Starch

It stands alone both in quality and quantity. The quality has won its reputation; the quantity is winning new fields.

There are 16 ounces in every package, whereas in other brands there are but 12.

OCEAN MILLS, Montreal

O. Lefebvre, Prop.



AGENTS: Standard Brokerage Co., Vancouver, B.C; Escott & Harmer, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trinidad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

The PANSY —

The Zenith of Broom Quality

This is the best good broom. Made of selected parlor stock. Highest grade of workmanship.

Our long experience shows, in no uncertain way, in the quality of material and workmanship of these brooms, making them the best values to-day on the Canadian market. Place your spring order now. Write for prices.

H. W. Nelson & Co., Limited

TORONTO, -:- ONTARIO

A Vegetable Product of Absolute Purity

NOURISHING - ECONOMICAL

The present high cost of living has led scientists to experiment on the production of eatables that will reduce living expenses. After years of experimenting a nut has been found, which grows in abundance, and the oil of which, when scientifically prepared, forms a very digestible fat which takes the place of the usual oils and grease used in baking and cooking. This is

NUT-LARD

(Reg'd)

Free from Cotton Oil.

It is a delicate fat, 100% pure. Is light on the stomach and the price is materially lower than any fat now used, such as butter, pork, lard, oils, etc. You will find ready sale for it in every household, bakers' shops, biscuits, manufactory, and wherever lards, etc., are used. Profits are good.

Send for prices to-day.

Manufactured by—ROCCA, TASSY & DeROUX, Marseille.

Dominion Agent

J. RUSSELL MURRAY, MONTREAL

THE KING OF SARDINES
— KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:
J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

"Babbitt's"
is
The Original
Soap Powder

Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

THE ELGIN
National
Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

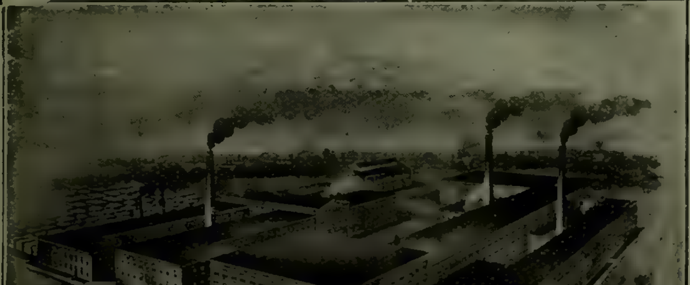
Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches.)
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches.)
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

A Money Earner and Money Saver

When you buy the Ullman Account Register it is the same as employing a first-class bookkeeper at twenty-five cents per day. That's all it costs to instal one of our Registers, and you only pay that for a few months, then for the rest of your business lifetime your bookkeeping costs you nothing, and if you sell your business you sell your bookkeeper. The Ullman Register pleases customers and brings trade. Saves money, time and labor. Fireproof Safe furnished with every Register. Write us for further information and for special mail order proposition.



We want agents to handle the Ullman Account Register in some localities.

The Hamilton Incubator Co., Ltd.

Hamilton, Ontario

These fish are sufficiently cured and may be eaten cold.
BRUNSWICK BRAND
Kippered Herrings
Breakfast Delicacy
Prepared by
CONNORS BROS. Ltd
Black's Harbor, N.B. Canada
Diploma awarded at St John Exhibition 1895
They should not be left in the tin after it is opened

Goods With An Appearance.
Goods With A Reputation.
Goods With A Profit.

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
    (oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahearn, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

FLAVORING EXTRACTS

are used daily

and your patrons want quality in extracts and fruit flavors, more than quantity.

STERLING BRAND

Extracts and Fruit Flavors give both at a moderate price. Let us send you sample order of these lines if you do not already carry them in stock.

The T. A. LYTLE CO., Limited
STERLING ROAD, TORONTO

Your Trade For OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

D. W. C.
SPANISH OLIVES

The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot.

ROWAT & CO.
Glasgow, Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oily boots and will not soil clothes.

The F. F. DALLEY CO.
LIMITED
Hamilton, Canada   Buffalo, U.S.A.

Read This—
Then Order

PARIS PATÉ SANDWICH is the dainty food product that is meeting with such widespread popularity wherever it has been introduced. Throughout Europe this delicacy has held the highest position among connoisseurs and since its manufacture in Canada was commenced, sales have been increasing in marvellous proportions.

The purest meats and spices, expert French cooks and a modernly equipped sunlit factory, unite in the production of this delectable sandwich.

OUR INTRODUCTORY OFFER

We will send you 6 tins, freight prepaid, for 50c. as a trial lot. Order now. You will never be without it after the first trial.

La Société Francaise
de Spécialités Alimentaires
MONTREAL

There will be a BIG DEMAND this year for KEATING'S POWDER

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a fact based upon scientific authority.

The 10 cent, 20 cent, and 35 cent tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is just beginning. It will run right through the summer, and this year be larger than ever.

DEALERS

If you have not already sent in for our QUINQUINOL OFFER you should grab at this without further delay.

QUINQUINOL is the ideal stock food for Horses, Cattle, Sheep, Poultry, etc., has received recommendation of the Minister of Agriculture and has been awarded three Diplomas.

50% Profit and Exclusive Territory.

QUINQUINOL (Pronounced Kin-Kin-all) gets the trade of your country patrons. Send for our special offer at once.

OUR OFFER: We will ship, freight prepaid, 3 doz., or a gross of "Quinquinol," on six months' credit basis. If after thirty days you find the goods unsatisfactory, you can ship them back at our expense.

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET, MONTREAL.

$ $ $ $ $

American Cans

IN SELECTING your **FRUIT** and **VEGETABLE** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. **HAMILTON, ONT.**

The Dealer Who Can Supply and Who Pushes

Brodie's British Plate Powder
Brodie's Furniture Polish
Brodie's Cloudy Ammonia

not only increases his prestige but he is selling his patrons the three best lines of Polishers and Cleaners. **They do the work.** Get these lines at once.

Write

A. W. Hugman, Limited
MONTREAL

Country Merchants!
OMAZON
A Canadian Stock Food

will help tone up the system of your customers' horses and cattle. It is a recognized preparation and attractively packed.

Horses, cattle, sheep, poultry, pigs, etc., enjoy it in their feed.

Manufacturer's

AGENTS

We have other lines, dyes, and proprietary articles, for which we wish to give you selling rights in your territory.

Write now.

The Dr. Ed. Morin Medicine Co.
QUEBEC

MILLMAN
GROCER
THERE IS A DIFFERENCE.
RICHARDS QUICK NAPTHA SOAP I
DIFFERENT FROM OTHER MAKES IT
MADE TO DO THINGS WHICH OTHER SOAP
WILL NOT DO TO LATHER FREELY IN ANY
KIND OF WATER, HARD AS WELL AS SOFT
TO WORK BEST IN COLD LUKEWARM WA
TO LOOSEN DIRT WITHOUT HARD RUBBING
TROUBLESOME BOILING IN A STEAM
DRIPPING KITCHEN TRY IT.
QUICK NAPTHA
QUICK NAPTHA
Sweetens the water
Removes Grease

26½%
PROFIT FOR YOU

Date 1913

....

Wholesale Grocers.

....

Gentlemen:

Send us, FREE OF CHARGE, Twenty (5c.) Bars of Quick-Naptha Soap, one large Window Display, including colored paper, Special Signs and Display Cartons, and 50 Premium lists (with our name and address).

In consideration of these Free Goods you may ship us from Woodstock, Freight prepaid, the following assortment of Soaps:—

5 cases ......Richards Quick-Naptha Soap. ......Richards Pure Soap. ......Snow Flake Chips (100 pkg.)	at $4.15	$20.75
20 Bars Quick-Naptha, Free (mentioned above.)		.00
	Total	$20.75

Yours truly,

Name ....

Adress ....

MR. DEALER. FILL OUT THE ABOVE AND MAIL TO YOUR WHOLESALER *TO-DAY*. THIS IS AN EXCEPTIONAL OFFER FOR AN *EXCEPTIONAL* SOAP.

The RICHARDS PURE SOAP CO., Limited - Woodstock, Ontario

Hundreds of Successful Business Men——

read the **Facts, Statistics, Forecasts, etc.,** published each week in

The Financial Post

Are you watching the **Money Market** and **General Business Conditions?**

Are you interested in **Real Estate, Bonds** or **Stocks?**

If you are you will appreciate the Post.

The service of the Post's Investor's Information Bureau is free to subscribers. Questions regarding financial matters are answered by special letter.

Write for Sample Copy. **Published Saturdays.** **$3.00 per annum.**

The Financial Post
OF CANADA

"The Canadian Newspaper for Investors"

TORONTO - - - - - CANADA

Offices---Montreal, Toronto, Winnipeg, Regina, Vancouver, London, Eng., Chicago, New York.

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DAPHNE
BRAND
SEEDED RAISINS

Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

FIRST CLASS LARGE COUNTRY STORE—Nine miles from railway; stock $5,500; turnover $13,000; established 15 years; made some money; want to get near high school. Apply Box 472, Canadian Grocer.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROcery trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

MISCELLANEOUS

YOU DON'T BUY A NATIONAL CASH Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this is an excellent combination — employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewritting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COMPETENT STENOGRAPHERS IN search of positions, register at our free employment department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator. 144 Bay St., Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1-2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE. ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the smal affairs and incidents of daily life.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Pascall's

ENGLISH

Confectionery

and Chocolates

Quality: The Purest and Best
Variety: The Largest
Prices: Right

AGENTS—

Toronto: The Toronto European Agencies 122 Wellington St. West.
Winnipeg: Ruttan & Chipman, Fort Garry Court.
Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine, Hampton.

A SAFETY-CHECK ON THE CREDIT CUSTOMER

There's no harm in running a credit business, IF YOU ARE SAFEGUARDED. The danger lies in letting the credit customer get you "into deep water." The remedy is a **Safety - Check**, and the one perfect Safety-Check is found in

ALLISON
Coupon Books

Here's How They Work

A man wants credit. You think he is good. Give him a $10.00 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with the ten dollars—no trouble. When he buys a dime's worth, tear off a ten cent coupon, and so on until the book is used up. Then he pays the $10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

Manufactured by ALLISON COUPON CO., Indianapolis, Indiana, U.S.A.

Buyers' Guide

COMPLETE YOUR
TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

VOL-PEEK
Mends Holes in POTS, PANS, KETTLES &c
Mends Granite, Tin, Iron, Copper, Brass, Aluminum, etc. in two minutes without any tools. Saves Time and Money. Any woman can mend the holes in her kitchen utensils. 25c per package postpaid, enough to mend 60 holes.
H. NAGLE & Co. Montreal
AGENTS WANTED.

DEALERS: You make 83% profit on "Vol-Peek." Put up in attractive display stands. Write for sample and terms.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

OLYMPIA AND BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

BUYING AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A want ad. in this paper will bring replies from all parts of Canada.

Tell Your Trade **MAPLEINE**
Suits the Fastidious
It's different, dainty, delicate. Used like Lemon or Vanilla in Cakes, Icings, Ice Cream, Candies, and Desserts, and for Table Syrup.
Order of your jobber, or
Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal
Agents.

"NO-DUST"
PUT UP IN BULK ONLY
It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

HOLLAND RUSK
A friend to the grocer, because its popularity means increased sales. Goods that have ready sale, are profitable ones to handle.
HOLLAND RUSK COMPANY, Holland, Mich.

WHITE SWAN

One of the "White Swan" Family

This Is One of the Livest Members Too—

White Swan Baking Powder never fails to give satisfaction to those using it, therefore you can safely recommend your best customers to try a can.

WHITE SWAN SPICES & CEREALS LIMITED
TORONTO

Also sole manufacturers and distributors for White Swan Coffee. Yeast, Lye, Extracts, Jelly Powders, etc.

Canuck ROLLED OATS

"CANUCK" is backed by unlimited facilities

for producing a breakfast food worthy of the name it bears. Our advertising campaign now being conducted in leading daily papers, means that, not only will there be more "Canuck" Rolled Oats consumed, but the demand for high quality foods will gather momentum and mean more business for your store. Look into our attractive dealers' proposition to-day.

Two sizes, retailing at 10c and 25c.

J. H. E. Davis, The Chisholm Milling Co., Limited, 109 Youville Square, Montreal, Que.
Fenwick, Hendry & Co., Kingston.
D. Stewart Robertson & Sons, Ottawa.
King & Booth, Hamilton.
Any Wholesale Grocer, or

The Chisholm Milling Company, Limited
Toronto, Ont.

MONEY CAN BE MADE

on below-mentioned goods if you get in on prices we are now quoting. The lines are well known, and of recognized quality, so let us hear from you immediately. We have in stock and to arrive:

PETITS POIS

(Soleil Brand).

	Cs.
Extra Fins, kilos	$14.50
Extra Fins, ½ kilo	16.00
Tres Fins, ½ kilo	13.50
Fins, ½ kilo	12.50
Mi-Fins, ½ kilo	11.50
Moyens, No. 1, ½ kilo	10.50
Moyens No. 2, ½ kilo	10.00
Moyens No. 3, ½ kilo	9.00

"FRS. PETIT & CIE."

Fins, 100 ½ kilo	$10.00
Moyens 100 ½ kilo	7.50

ASSORTED VEGETABLES.

"SOLEIL" Brand.

Haricots, Asparagus, Macediones, Flageolets, Brussels Sprouts, Celery, etc., etc.

"SOLEIL" SOUPS.

Chervil, Oseille, Julienne, Tomatoes, etc.

IMPORTED MUSHROOMS.

F. Lecourt, Paris.

Extra Choice, First Choice, Choice, Gallipeds.

CANADIAN CANNED GOODS.

We offer for immediate delivery, full assortment of 1912 packing. We will appreciate your future orders for 1913 packing.

Write, Phone, Wire.

LAPORTE, MARTIN & CIE, LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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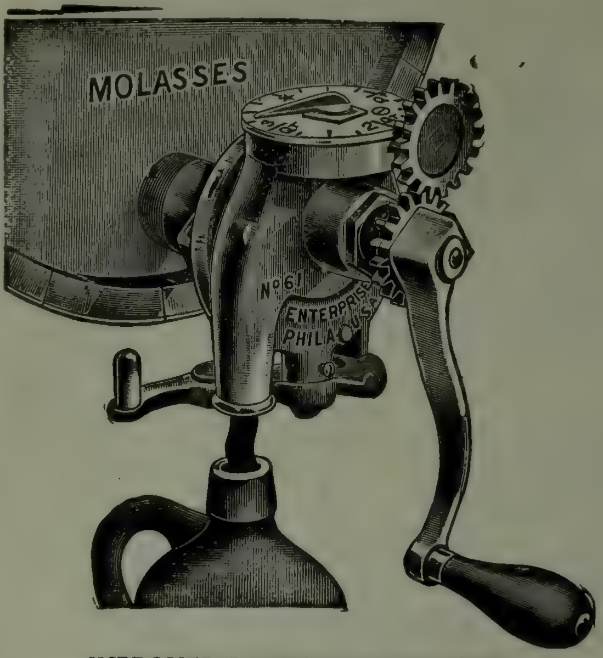


IMPROVED PATENT SUCTION AND FORCE MEASURING FAUCET

ABOUT—— MEASURING FAUCETS AND PUMPS——

Here are the devices that take away the difficulties—that make the drawing and sale of molasses both profitable and convenient.

THE

ENTERPRISE

Improved Patent Suction and Force Measuring Faucet

SELF PRIMING AND MEASURING PUMP

draws molasses both summer and winter directly into the jug or bottle, and without the use of a funnel. It is cleaner, dispenses with the use of measures; does away with the fly and dirt nuisance.

This faucet will draw a gallon of molasses in winter in one minute. It is the only measuring faucet that has shown that it can stand the wear and tear of service.

You simply open the nozzle gate, turn the crank until the register hand indicates the quantity you desire to draw. Eight revolutions draw a quart—no more, no less, absolutely without fail.

THE ENTERPRISE SELF-PRIMING AND MEASURING PUMP draws molasses at the rate of four revolutions to the pint. It is equipped with our new total register device which shows exactly how much has been taken out. Just put the pump in the barrel and it is ready for use.

ENTERPRISE Meat and Food Choppers, Coffee Mills, Cherry Stoners, Fruit Presses, Sad Irons, etc., are all made to give maximum service. Send for the Enterprise catalog.

The Enterprise Mfg. Co. of Pa.

Patented Hardware Specialties

Philadelphia, U.S.A.

29 Murray St.
New York

176 North Dearborn St.
Chicago

530 Golden Gate Ave.
San Francisco

Auto Delivery Curtails Delivery Expenses

Service is one of the main features which determines a merchant's patronage, with delivery the most important part. Merchants are more and more beginning to realize the many points in favor of automobile delivery, because it brings them more business and because it is cheaper than any other method.

The Menard Commercial Car

has been designed to meet the demand, and is a quiet car of great reliability, reasonable speed, with a large reserve of power and a frame of strength and size capable of carrying a load of considerable bulk and up to 1,500 lbs. weight.

The design of tires used on the Menard Commercial Cars reduces the cost of maintaining tires to a nominal sum. There are many other features of the Menard that will impress it upon merchants for its superiority above all others.

Send for prices and full particulars.

Menard Commercial
Motor Car Co'y
WINDSOR, ONT.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

IT WILL PAY YOU IN YOUR NEXT LEMON ORDER TO MENTION Buster Brown

¶ The Brand of Lemons that has made Follina Bros. the well-known packers of Italy.

¶ The Brand of Lemons that is making money for every dealer that handles them.

Always A Leader

Now More Than Ever

Always Mention The Brand—
"BUSTER BROWN"

Italy grows Lemons aplenty, and Italy has capable men to handle this product, but Italy has not better packers than the Brothers of the Follina Family, who pack "Buster Brown" "The Follina Way." Every branch of the work, buying, grading, packing, marketing is looked after by a member of the firm, whose interest is your interest, and whose ambition is to satisfy their customers.

Buster Brown Waterseller

These are the Brands you should buy. Ask for them.

Follina Bros.
—PACKERS—
PALERMO. MESSINA.

W. B. STRINGER
CANADA SALES AGENT
TORONTO, ONT.

THIS IS THE 1,322nd ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, APRIL 11, 1913 No. 15

The Latest Addition
—TO—
GUNNS LINE OF
PON HONOR FOOD PRODUCTS

PORK and BEANS
PLAIN, TOMATO AND CHILI SAUCE

A CORDIAL INVITATION IS EXTENDED TO THE MEMBERS OF THE ONTARIO RETAIL GROCERS' AND MERCHANTS' ASSOCIATIONS, TO VISIT THE HOME OF PON HONOR FOOD PRODUCTS.

GUNNS LIMITED, WEST TORONTO
PACKERS, CANNERS AND REFINERS

PUT
"NUGGET"
ON YOUR
COUNTER
THE "NUGGET" BLACK POLISH
FOR PATENT, GLACE KID BOX CALF AND ALL LEATHERS
CO. LTD of LONDON, ENGLAND
"NUGGET" POLISH

LET YOUR CUSTOMERS KNOW THAT YOU STOCK THE BEST.

The Superior Quality of

"NUGGET" WATERPROOF SHOE POLISH

Makes Satisfied Customers Everywhere

IF YOU HAVE NONE IN STOCK,
ORDER SOME NOW.

The Nugget Polish Co Limited

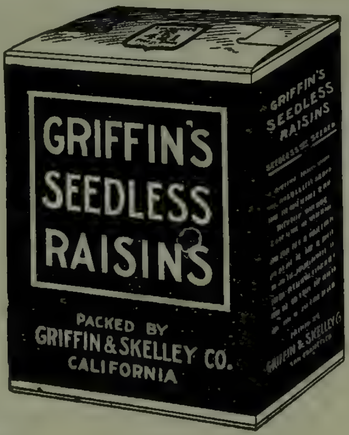
9, 11 and 13 Davenport Road
TORONTO, ONT.

GRIFFIN & SKELLY Company

Face the inevitable and win trade

The grocer who gets the idea that the public want cheap goods, will get a jolt when he finds that he has been really driving his best trade away from his store to the opposition's, where they can get quality goods.

Face the inevitable now and stock Griffin's Seeded Raisins, etc., and go after the best trade this Spring.


GRIFFIN'S SEEDLESS RAISINS
PACKED BY GRIFFIN & SKELLEY CO. CALIFORNIA
GRIFFIN'S SEEDLESS RAISINS

Canadian people want quality goods

Every year shows a tremendous increase in the quantity of first quality goods sold on the Canadian market. People who once use goods that are put up with a view to superior quality rather than low price, will never go back to using the inferior article. The best goods are always the most satisfactory in the long run, both to the dealer and the consumer.

ARTHUR P. TIPPET & CO.
Agents
MONTREAL

How About Your Tea and Coffee Stock?

We can supply you with **everything you want** in choice bulk lines, and have many especially good values to offer.

Particularly, we would call your attention to the following lines, which we are sure will appeal to you:

225 chests Ceylon Pekoe Sou	@	14c
200 chests Ceylon Pekoe	@	18c
150 hf. chests Ceylon, Broken Orange Pekoe	@	22c
500 hf. chests Ceylon, Orange Pekoe	@	20c
340 hf. chests Tippy Ceylon, fine flavored B.O.P.	@	26c
325 hf. chests Moyune Thirds, Young Hyson, light water	@	14c
210 cads Ping Souey, Young Hyson	@	14c
250 hf. chests Good Leaf Congo	@	14c
100 cads Good Leaf Congo, 25 lbs. each	@	15c

Terms: 3 per cent. 30 days delivered.

We extend you a hearty welcome to come and see samples of these lines, or **anything you need,** while you are in town for the O. R. G. A. Convention, and also to see where and how **MELAGAMA** TEA and COFFEE are packed.

You require the best—we have them. You are cordially invited.

MINTO BROS. **45 Front St. E. TORONTO**

PACKARD'S SHOE POLISHES

Packard's
Black "o"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE
UN LIQUIDE ET PATE COMBINES

A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c lines in Black, Tan, White and other colors. Have you received our illustrated price list showing ALL LINES If interested drop us a postal.

L. H. PACKARD & CO., LIMITED

MONTREAL

If you look the world over

BORDEN'S

will still be found the
"LEADERS of QUALITY"
in milk products.

(SINCE 1857)

BORDEN MILK CO., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver.

(UNSWEETENED)

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO.
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(THE ORIGINAL)

(WITH MILK AND SUGAR)

Metal
Screw-Topped
Glass Jar.
2lb. Size.

RECOMMEND

PINK'S

HIGH CLASS JAMS

TO YOUR LADY BUYERS

IT MAKES ALL THE DIFFERENCE TO THE SUCCESS OF THEIR PASTRY AND THEY WILL APPRECIATE YOUR ADVICE.

THE VERY CHOICEST INGREDIENTS ARE CHOSEN IN PREPARING THEM.

LASTLY—YET BY NO MEANS THE WEAKEST POINT IN ITS FAVOUR — THE **PROFIT** IS GOOD.

Write **NOW** for Special Canadian List, Containing Full Particulars to

E. & T. PINK LTD., LONDON, ENG.

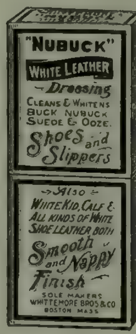
BUYERS in VANCOUVER AND DISTRICT SHOULD APPLY TO OUR AGENTS IN THAT CITY,
Messrs. EMERSON BAMFORD CO.

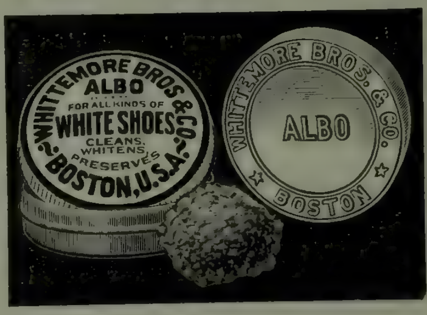
Finest Quality

Whittemore's
Shoe Polishes

Largest Variety

"DANDY" PASTE
Whittemore's DANDY Cleaning and Polishing RUSSET and TAN COLORED SHOES
WHITTEMORE'S DANDY DRESSING
RUSSET BROWN LEATHER GOODS


"NUBUCK" WHITE LEATHER Dressing
Cleans & Whitens Buck Nubuck Suede & Ooze.
Shoes and Slippers
Also White Kid, Calf & All kinds of White Shoe Leather both
Smooth and Nappy Finish
Sole Makers Whittemore Bros & Co Boston Mass


WHITTEMORE BROS & CO. ALBO FOR ALL KINDS OF WHITE SHOES CLEANS. WHITENS. PRESERVES BOSTON, U.S.A.
WHITTEMORE BROS. & CO. ALBO BOSTON

WHITTEMORE'S GILT EDGE DRESSING
LADIES AND CHILDRENS FINE SHOES
SOFTENS & PRESERVES THE LEATHER. RESTORES COLOR & LUSTRE.
GILT EDGE BLACKEST COLOR FINEST MOST DURABLE LUSTRE
OIL
WEAR LONGER
WHITTEMORE BROS. & CO. BOSTON, MASS. U.S.A.

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" POLISH
BOX CALF VICI KID AND ALL BLACK DRY LEATHERS
Whittemore Bros

Oldest and Largest Manufacturers of Shoe Polishes in the World

''**GILT EDGE**'' Oil Polish. The **only** Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. **Largest quantity. Finest quality.** Polishes without rubbing. Retails 25c.

''**ALBO**'' Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a **zinc-tin** box with sponge (see cut). Retails 10c. Each cake in a handsome **aluminum** box with sponge. Retails 25c.

''**NUBUCK**'' White Leather Dressing **cleans and whitens** Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

''**DANDY**'' **COMBINATION.** For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. ''**STAR**'' russet combination (10c size). Russet, Brown and Ox Blood **pastes** (5 sizes of each color).

''**ELITE**'' **COMBINATION.** For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. ''**BABY ELITE**'' **COMBINATION** (10c size). ''**ELITE**'' **PASTE** in 5 sizes.

''**QUICK WHITE**'' makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

There is One Brand

that will satisfy the desire and tastes of all classes of your trade for baked beans.

Proper cooking of the highest quality beans, combined with just the right amount of flavoring ingredients, has made

"Simcoe"

Baked Beans

a popular dish with the classes as well as the masses. "A Better Quality at a Lower Price."

Notwithstanding the high price for White Beans and high prices prevailing for food stuffs in general, "Simcoe" Baked Beans are reasonable and are continuing to please the lovers of this wholesome food.

Dominion Canners, Limited

HAMILTON : CANADA

DIAMOND CLEANSER

"DIAMOND CLEANSER" a product for cleaning and scouring various household materials and articles such as sinks, baths, tiles, cutlery, kitchen utensils, etc., etc. It is the most efficient cleanser in the market. It has the advantage of being

Absolutely ODORLESS and is HARMLESS to the Hands

WE ALSO MANUFACTURE

DIAMOND WASHING POWDER

It is especially recommended for washing laces and fine fabrics without in any way injuring them. It is also good to use in the weekly wash and for washing dishes, etc.

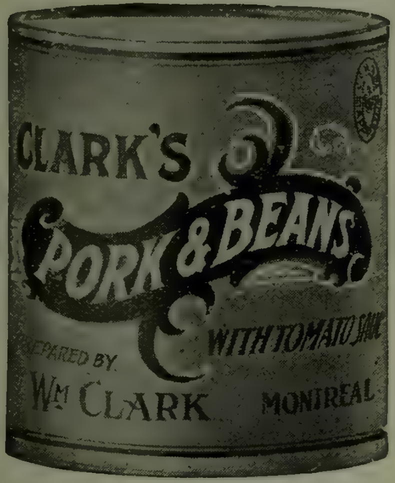
A TRIAL WILL CONVINCE
SATISFACTION GUARANTEED
Ask Your Wholesaler For Them

10c

Diamond Cleanser Mfg. Co.
LIMITED
291 Arthur Street TORONTO

Clark's Pork and Beans

PLAIN CHILI TOMATO SAUCE



The Earning Power

of your money, Mr. Merchant, depends to a large extent on the number of times you can turn it over within a given time.

The article with the steady demand and ever increasing sales is the one to give maximum results in this direction.

Clark's Pork and Beans

have THE DEMAND and will give you THE BEST RESULTS.

Don't keep your money idle on your shelves by buying beans that will not sell. STOCK CLARK'S

W. CLARK, - MONTREAL

PEOPLE in every corner of your field of trade will tell you that "Hirondelle Brand" Alimentary Pastes are unexcelled for quality and deliciousness—as good as any imported. Only the highest quality Canadian hard wheat flour is used in the production of

"HIRONDELLE BRAND"

(SWALLOW BRAND)

Vermicelli, Macaroni, Spaghetti, Macaroni short cut, Small Pastes, Assorted Egg Noodles, Etc.

Dealers appreciate the profitable selling qualities of these pastes.

Get a stock—display—and see it go.

The C. H. Catelli Company
LIMITED
MONTREAL, - - - CANADA

The Ideal Time

to put Maple Syrup to the fore is NOW. Manufactured Syrups can be had throughout the year but NOW is the time when Nature's Pure Product — Maple Syrup, PRIDE OF CANADA BRAND, holds sway. Your customers want only the Pure and Genuine, sell them "Pride of Canada!" Government tests have proven the quality. Order at once.

Maple Tree Producers' Association,
LIMITED
MONTREAL

"King" Compound Jams

Bring Repeats

We do not claim that our "King" goods are pure, but we do claim that in many instances they have been proven superior to jams now being sold as pure. Their nutritive value, though, is absolutely beyond dispute.

The great care taken in preparation and the large variety of packages make them valuable stock.

Now Is The Time For Jams

LABRECQUE & PELLERIN, Montreal

AGENTS :
John J. Gilmor & Co. - WINNIPEG
J. Hunter White - ST. JOHN, N.B.

When one woman tells another the kind of Coffee that she thinks is "simply perfect" it's pretty sure to be

CHASE & SANBORN'S

Ninety-nine times out of a hundred she tells where she bought it.

CHASE & SANBORN
MONTREAL

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

"HAVE YOU A LITTLE 'FAIRY' IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and
ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg Man.
Sask. and Alta: J N Smith Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street
Montreal: W S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

TWO CENTS PER WORD
with a Want Ad. in this paper.
You can talk across the continent for two cents per word

Keep a Good Stock

of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

By Royal Letters Patent.

NELSON'S
Crystal
Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

A
House
old enough to
have a reputation,
young enough to
be abreast
of the
times

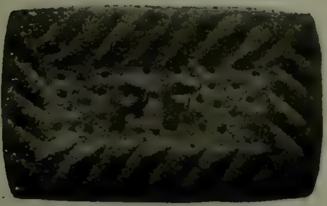
Packer's
Celebrated
Chocolates

NEW IDEAS NEW BOXES NEW CENTRES
NEW SERIES OF HIGH GRADE GOODS

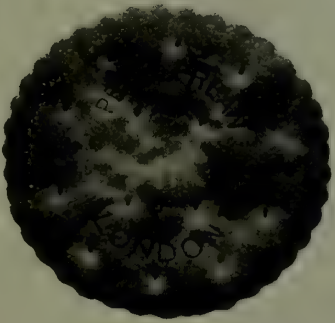
Mr. J. P. Wright is now in Canada and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,**
England

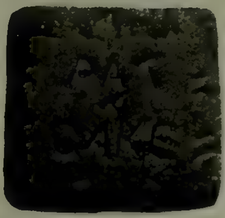
THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.



GOLDEN PUFF
Very light and flaky.
About 42 to pound.



PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour
	Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,
23, St. Mary Axe, London, E.C. (England)
Cables: "CHYLE, LONDON."
(A.B.C. Code, 5th Edition used.)

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

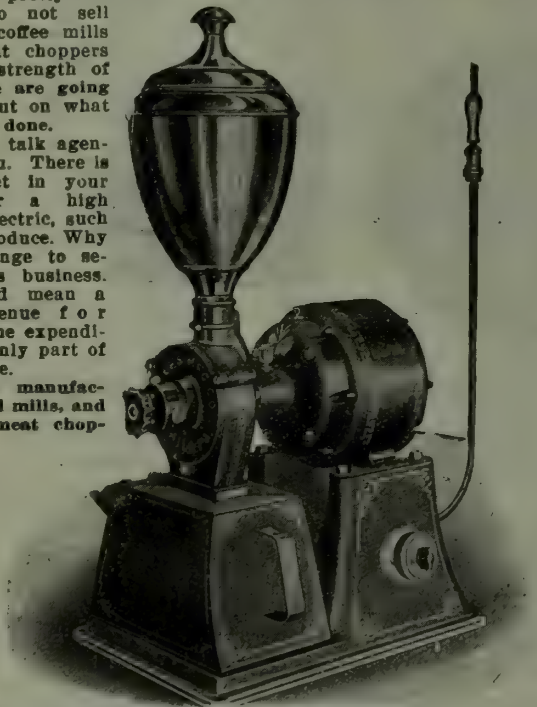
THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY,
WINNIPEG

If it's CUSTOMERS you want, Sir—

You certainly want H.P. SAUCE to bring them in

in many ways H.P. is unique, its flavor is unique, its deliciousness is unique, its value is unique—it makes customers—it makes business—it makes profits—

WHY NOT SELL IT ?

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham, Eng.

H.P. SAUCE

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

---

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.

AGENTS:

Wm. H. Dunn
Montreal and
Toronto.

Hamblin &
Brereton
Winnipeg and
Vancouver,
B.C.

T. A. MacNab
& Co.,
St. John's,
Newfoundland.

CARR & CO. CARLISLE ENGLAND

The Best Profits You Make

are the steady profits on the regular sellers. No line of Jams or Jellies sell so quickly and easily as

BANNER L&B BRAND

These Jams are high quality in every particular, Quality, Large Quantity, and Moderate Price being three outstanding features.

Neatly packed in 12 oz. glass jars, 2, 5, and 7 lb. gold lacquered pails and 30 lb. wooden pails.

LINDNER LIMITED
370 DUFFERIN STREET TORONTO
Phone Park 2985
REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car
Corn, Peas or Evaporated Apples
write us
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
Milk Stock and Trumilk

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Commission and Buying Agents.
Facilities for Stocking.
Ready to handle Foreign and Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

QUEBEC.

L. EMILE GABOURY
Manufacturers' Agent and Commission Merchant.
235 St. John St., QUEBEC, CAN.
Correspondence solicited with brokers or manufacturers looking for a reliable representative. Can furnish best of references.

A want ad. in this paper will bring replies from all parts of Canada.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish.
If you do not sleep well,
If you are nervous.
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of heaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders.* Be sure and stock them, as they are quick sellers.
Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffer from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address :—
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

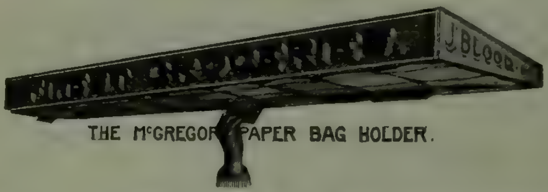
Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**


J. BLOOD
THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"

or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.

GILMOUR'S
Antiseptic
HAND CLEANER

The Yellow Can With "The Goods."

We prepay freight to points East of Port Arthur on shipments of two gross and over, and at same time allow the regular discounts, so that you are buying on same terms as our Montreal customers.

Get the Yellow Can—The Profit Can,

10c, 10c, 10c, 10c, 10c, 10c.

THE GILMOUR CO.
604 Papineau Avenue, · MONTREAL

D. & J. McCALLUM

PERFECTION
SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

FINEST IN THE WORLD
FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A DAMP WOOLEN CLOTH.
XXXX
BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY LTD.
WINDSOR, ONTARIO.

TRY IT

SOLD BY
ALL
JOBBERS

St. Lawrence Granulated

Put up in 5 lb. and 2 lb. cardboard cartons. Save time and trouble in handling and parcelling, and waste in weighing.

The Scale That Catches Leaks

Many shipments come to the dealer with a shortage of weight, especially the large and bulky articles. What are you doing to prevent this loss? With a

"Renfrew Scale"

you can weigh the goods and catch the leaks while trucking them into place. A labor-saver, strong and reliable.

RENFREW SCALE COMPANY, Renfrew, Ontario

Sanitary Sectional Jar Cases

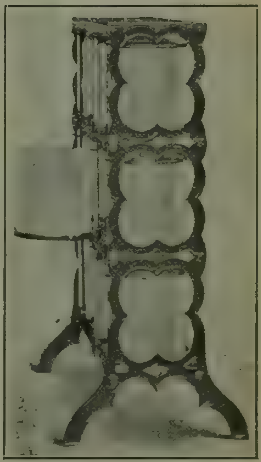
CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and saintary. This case will sell goods for you because it is doing it for others.

Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Koren Manufacturing Company

5402-4 Windsor Ave., N. E. CLEVELAND, OHIO



STOVE POLISH

The best stove polish you can buy or sell is the old reliable

James Dome Black Lead

The most satisfactory and economical Polish on the market to-day

Sells well **Pays a Good Profit**

W. G. A. LAMBE & CO., Canadian Agents

FURUYA & NISHIMURA

have a few lines remaining of last season's JAPAN TEAS, closing them out and getting ready for NEW CROP.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG: CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

A Friend of the Grocer

because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

A Friend of the Cook

because **Cook's Friend Baking Powder** always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited **MONTREAL**
Agents
JOHN J. GILMOR **WINNIPEG, MAN.**

COOKS FRIEND
THE
COOK'S FRIEND
BAKING POWDER
THE COOKS FRIEND BAKING POWDER
TRADE MARK
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

Flysac Flycatcher

More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
$12.75 per 1000 Pieces

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

CAIRNS'
"THERE IS A SUBTLE CHARM ABOUT THE FLAVOUR WHICH IS PECULIAR TO CAIRNS'"
CAIRNS PAISLEY
BY ROYAL WARRANTS OF APPOINTMENT TO HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING OF SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
AND FOR 22 YEARS TO HER LATE MAJESTY QUEEN VICTORIA
CANADIAN AGENTS, SNOWDON&EBBITT, MONTREAL: McLEOD&CLARKSON, VANCOUVER
MARMALADE
PAISLEY SCOTLAND

ROYAL
SALAD DRESSING

belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

Elgin Brand

PURE PORK SAUSAGES

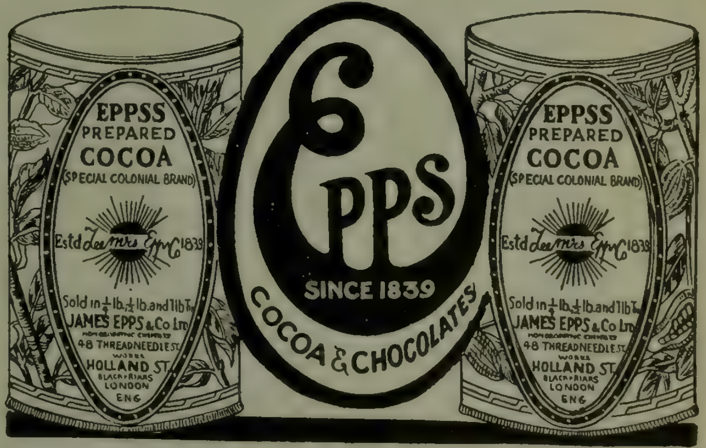
Sausages are sausages you may say, but let your customers try Elgin Brand and you will find that their next orders will be Elgin Brand. It is quality and flavor that make Elgin Brand Sausages the prime favorite with particular people.
Elgin Brand Lard is pure and wholesome, and meets the requirements of the best trade.
Send for Post Card Order Book.

The St. Thomas Packing Co.,
LIMITED

Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.

ST. THOMAS, ONT.

Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

Increase Your Salary

Do you wish to make from $10.00 to $50.00 in addition to your present monthly income?

By devoting your spare hours to our work you can easily do so.

We have hundreds of energetic young men throughout Canada making big money taking subscriptions for MacLean's Magazine.

Many of these commission men join our regular sales force at a high salary.

You can secure a position in your town which will enable you to earn a good salary and put you on the road to success.

Write now for particulars.

MacLean Publishing
COMPANY

143-149 University Ave., TORONTO, ONT.

E D S on Jams Means Purity

From the tree or bush to your customer's table the fruits that make the E. D. S. line, are delivered in absolute purity. This has been proven by the most rigid Government tests, and no merchant can overlook this fact if he is anxious to give his patrons the best value possible for their money.

When ordering insist on E.D.S. Brand Products.

When selling recommend E.D.S. Products.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

INCREASE ON INCREASE

The INCREASE ALONE in "Salada" sales last week over the corresponding week of 1912 was again enormous, being

38,803 POUNDS

And as announced in last week's "Grocer," our increase in sales for the week ending March 29th amounted to over 47,000 lbs. No better proof could be afforded of "Salada's" value as a business builder.

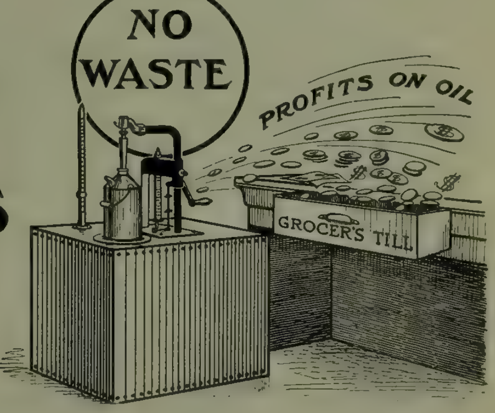
"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia.

OLD
STYLE
OIL
TANK
LOSS FROM OVER MEASURE AND WASTE

DON'T Give Away Your Profits ON OIL



The oil wasted by the old-fashioned tank cuts down your profits and damages other goods. The price of the oil saved by the

BOWSER SAFE SELF-MEASURING OIL TANK

first pays for the BOWSER outfit and then goes into your cash drawer as extra profits. The BOWSER automatic stop cuts off the oil as soon as you cease to pump and prevents dripping. The BOWSER gauge shows you how much to charge when filling odd measures, such as a lamp or oil stove tank, and shows how much oil you have left in the tank. It does away with the nasty, oily measure and funnel. There are over 750,000 BOWSER tanks in use because they do what we say they'll do,—SAVE MONEY. You should investigate. Let us send our catalogue,—FREE. Write to-day.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can rely upon it that it is neither

COLMAN'S or KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co.

Agents for the Dominion of Canada

403 St. Paul St., MONTREAL

Toronto Office, 30 Church St.

SATISFACTORY SYRUP SALES

come to the dealer both from the point of **volume** and **profit**. If he handles

"Crown Brand" Corn Syrup

There's no syrup to which such care has been given to guarantee purity. Try this well-known line, and give it prominence. It will pay you to do so.

THE CANADA STARCH CO. LIMITED

MANUFACTURERS OF THE

EDWARDSBURG BRANDS

Works, Cardinal & Brantford, Ont

Programme for Ontario R.G.A. Convention

Will Open at 9.30 Next Wednesday Morning—Considerable Business to be Transacted—Conference With Wholesalers and Manufacturers—Splendid Entertainments Provided—Everything Now in Readiness.

PROGRAMME FOR THE ONTARIO R. G. A. CONVENTION, APRIL 16 and 17.

WEDNESDAY SESSION.

9.30 a.m.—Meeting of Executive.
10.30—Opening Session O. R. G. A. and introduction of delegates. President Clark's Address.
10.45—Address of Welcome—His Worship Mayor Hocken.
11.00—General Business and Reports of Executive.
12.30 p.m.—Adjournment for luncheon.
1.30—Delegates assemble at King Edward to visit factories of Christie, Brown & Co., Lever Bros. and Pugsley Dingman.
4.00—General Business Resumed.
5.00—Reports of Committees.
5.30—General Discussion on Reports.
6.45—Adjournment.
8.00—Complimentary Banquet tendered by Corporation and Council of City of Toronto at McConkeys, King St. W.

THURSDAY SESSION.

9.30 a.m.—Meeting of Executive.
10.00—Opening of O. R. G. A.
10.30—Question Box Opened and General Discussion.
12.30 p.m.—Adjournment for Luncheon.
1.30—Delegates Assemble King Edward to visit the plants of the Cowan Co. and T. A. Lytle & Co., Stirling Road.
3.00—Resumption of Business. Conference with Wholesalers and Manufacturers.
4.00—General Business and Election of Officers.
5.00—Completion of Business Before Final Adjournment.

This is the last call. The convention of the Ontario Retail Grocers' Association will be held next Wednesday and Thursday, April 16 and 17, in the King Edward Hotel, Toronto. "Come one, come all," is the call of the secretary.

The business of the convention will be conducted along the lines suggested by the accompanying programme. As this explains concisely and in detail just how the work will be conducted, it is not necessary to go further into the matter here.

President D. W. Clark and Secretary Miller expect a large representation from all over the Province. Reports from the East say that Ottawa, Peterboro' and several other centres will be well represented. Hamilton, London and Brantford will send a large number and other places have been heard from, where there are no local associations, but from which representatives of the trade will be present.

A reception committee composed of members of the Toronto trade will be at the King Edward Hotel on Tuesday night, prior to the opening day to look after the registration of visitors who arrive in Toronto that day. The register will be placed in the Blue Room of the hotel and the committee will be there to give all information required. Secretary Miller again urges any in the trade to be on hand whether member yet or not. The fee to become a member is only one dollar a year and as soon as names of new members are submitted and placed in the register, the official convention button will be presented entitling them to vote and to join in all proceedings and in the entertainments. The dinner on Wednesday night presented by the city will be one of the features of the convention.

The Question Box is going to be one of the most practical of the discussions on the programme. Any question of a business or legislative character connected with the trade is requested. There will be a special box at the convention in which all questions may be dropped. The secretary wishes to make it plain that retailers do not necessarily have to attach their names to these questions. Have the questions clearly written out before leaving home. Discussion on subjects referred to in the questions is going to be worth the trip itself.

Come All Along.

E. J. Ryan, member of the London, Ont., R.G.A., sends in a chorus which he requests every member of the Toronto, Hamilton, Brantford and London associations as well as any others going to the Ontario convention, to practice. It goes to the tune of "I Want to be in Dixie," and is as follows:—

"Come all along, Come all along,
"To the Retail Grocers Convention
"For all good grocers will be there
"To amend the laws, so they will be fair,
"Come all along, Come all along,
"And meet your brother grocers;
"You can tell your wife, you are going to
"T-O-R-O—you all know how to spell it,
"Oh yes I'm going, of course I'm going,
"To the Retail Grocers Convention.

* * *

LEAKS IN THE GROCERY STORE

When in a Western Ontario town last week, the writer noticed a display of brooms set outside a grocery store. Instead of having these arranged in some kind of a rack which would hold the brooms in such a position that their shape would not be destroyed, they were simply stood up on the sidewalk, leaning against the front of the store. In this position the straws would soon have been twisted badly out of shape, even under ordinary conditions. But further than that, they were partially exposed to the rain which was steadily falling. Although under the end of the awning the rain on striking the sidewalk splashed on the brooms, and from time to time was blown on them by the wind. In this way it would not have taken very long to render those brooms saleable only as seconds.

In front of the same store was a tub containing a selection of coarse brushes and also a display of corn mats, and on these, too, the rain fell at intervals so that a fair amount of water had gathered in the tub, much to the disadvantage of the brushes.

The idea in arranging the outdoor display was no doubt good, but the question arises as to whether whole force of the display was not lost, and the stock injured as well. This is simply another instance of a leak which a little care could avoid.

* * *

Grocers' Letter Box

The Canadian Grocer solicits enquiries for this Column on Trade Questions. If you wish to know the name of the manufacturer of any line of goods, or where any article can be secured, etc., write us.

Editor, Canadian Grocer,—Can you give me the names of some firms making paper or cardboard boxes?

Alix, Alta. HARRY R. SMITH.

Editorial Note.—F. N. Burt Co., Toronto; Winnipeg Paper Box Co., Winnipeg; and Hitchings Paper Box Co., Winnipeg, manufacture these.

U.S. Tariff Changes Would Affect Canada

Should President Wilson's Proposals Go Through, Tendency Would Be To Firm Prices Here On Goods That Have Greater Call From Our Neighbor—Milk, Cream, Butter, Meats, Fish, Wheat and Oats Among the Most Important Lines Affected From Grocery Standpoint.

FEATURES OF PROPOSED U.S. TARIFF CHANGES.

Placed on Free List—Flour, bread, meats, milk and cream, potatoes, salt, swine, corn, cornmeal, fish.

Reductions—Horses, cattle, sheep, live poultry, grain, butter, cheese, eggs, vegetables, apples. Sugar duty reduced 25 *per cent. until* 1916, *when it goes on free list.*

Taken from Free List and Taxed—Furs, volatile oils, spices, diamonds and coal tar products.

Income tax on all above $4,000.

Total reduction on duties estimated at $80,000,000, *which is expected to be made up from the income tax.*

The above represents briefly from a grocery and allied trade standpoint the changes proposed by President Wilson and Chairman Underwood, of the Ways and Means Committee, in the United States tariff.

In a statement accompanying the bill, Chairman Underwood said the measure would, in the opinion of its makers, revise the tariff "to a basis of legitimate competition, such as will afford a wholesome influence on our commerce, bring relief to the people in the matter of the high cost of living, and at the same time work no detriment to properly conducted manufacturing industries."

"In its tariff revision work the committee has kept in mind," he said, "the distinction between the necessities and the luxuries of life, reducing the tariff burdens on the necessities to the lowest points commensurate with revenue requirements, and making the luxuries of life bear their proper portion of the tariff responsibilities. Many items of manufacture controlled by monopolies have been placed on the free list.

"The idea of the large extension of the free list for the manufactured products has been the fundamental conception, while the effort has been made to improve the status of the manufactured lumber. Thus sawed boards, other than cabinet wood, have been carried to the free list, while sawed cabinet woods, which were 12.75 per cent. in 1912, are now 10 per cent.; casks, barrels, etc., which were 30 per cent., are now 14.77 per cent.; and house furniture, which was 35 per cent. ,is now 15 per cent.

No Change on Tobaccos.

"Tobacco and sprits have been found to be good producers of revenue, and have, therefore, been left at the same rates as in the present law.

"In the effort to relieve the consumers and to mitigate the high and rising cost of living, schedule G, which deals with agricultural products, has been thoroughly revised and important reductions have been made. For instance, the duty on horses has been reduced from 25 per cent. to 10 per cent.; cattle, from 27½ per cent. to 10 per cent.; sheep, from 16.41 per cent. to 10 per cent.; barley, from 43.05 per cent. to 23.07 per cent.; hay, from 43.21 per cent. to 26.67 per cent.; fruits, from 27.21 per cent. to 15.38 per cent.; live poultry, from 13.10 per cent. to 6.67 per cent. Other changes are in proportion, and the general effect has been to reduce in a very material proportion the heavy taxes upon imported foodstuffs."

Some of the Reductions.

Following are some figures on the reductions made of special interest to merchants:

Barley, malt, from 45 cents to 25 cents bushel.

Buckwheat from 15 cents to 8 cents bushel.

Oats from 15 cents to 10 cents bushel.

Rice, cleaned, from 2 cents to 1 cent per pound.

Wheat from 25 cents to 10 cents bushel.

Butter from 6 cents to 3 cents pound.

Cheese from 6 cents pound to 20 per cent. ad valorem.

Beans from 45 cents to 25 cents a bushel.

Eggs from 5 cents to 2 cents dozen.

Nursery cuttings and seedlings, from 25 per cent. to 15 per cent.

Fresh vegetables from 25 per cent. to 15 per cent.

Apples, peaches, etc., from 25 cents to 10 cents bushel.

Raisins, from 2½ cents to 2 cents pound.

To encourage trade with foreign countries, the bill would reverse the maximum and minimum provision of the present tariff law. The new tariff rates would be the maximum tariff, and the President would be given authority to negotiate reciprocity treaties and make concessions to countries that grant favors to American exports.

With milk and cream on the free list and butter duty cut in half, the natural tendency would be to firm Canadian butter prices. At present the duty on cream is only 5 cents per gallon, it having by an error been placed that low when tariff was last revised. It really was intended to be 5 cents per pound. That error started a continual stream of cream across the border which would likely be further augmented if it were to go on the free list. With duty on butter reduced from 6 to 3 cents, the tendency would be to firmer prices. Same applies to potatoes, salt, corn, cornmeal and fish, all of which are scheduled for the free list. It would simply mean that there would be a greater demand for these goods whenever prices in the United States advanced above ours, and any surplus here would have an easier time finding a market.

Little Difference in Eggs.

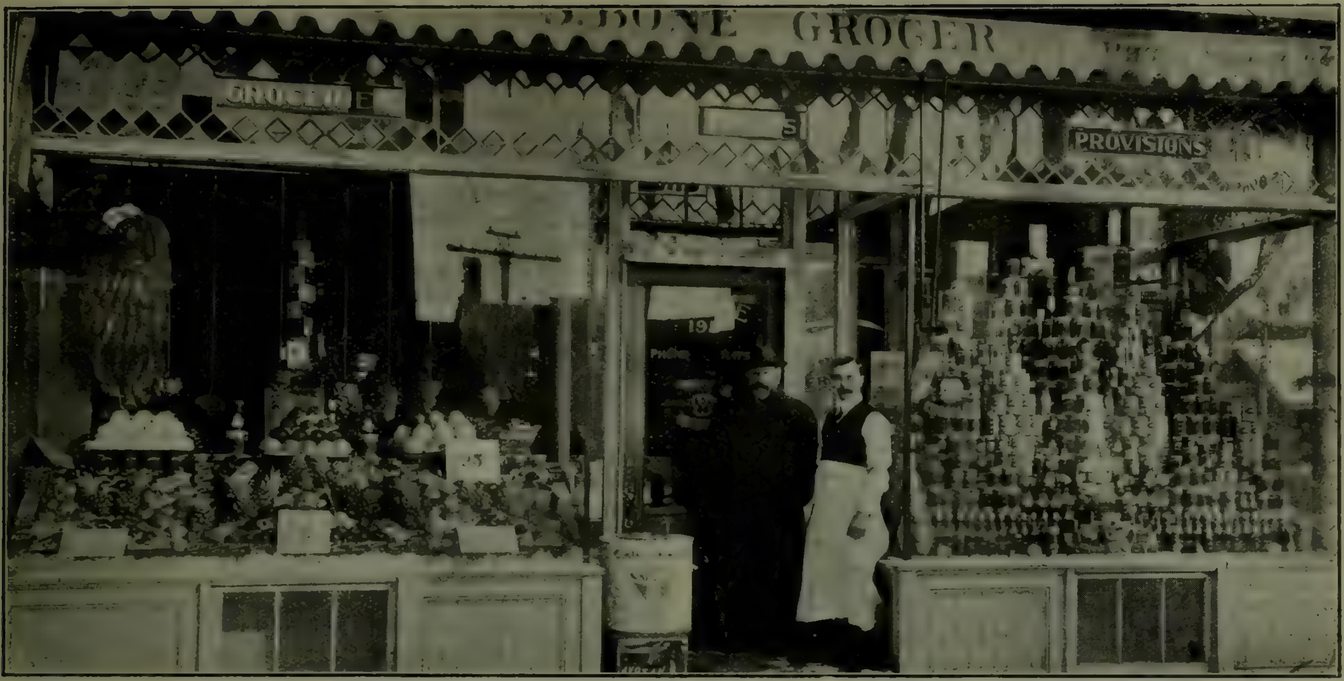
Duty on eggs going into the United States is now 5 cents. It is proposed to reduce this to 2 cents, so that in case there was any surplus stock here it could be cheaply sent across the border. There is not, however, likely to be much of a surplus, judging from the past few years' experience, and from the fact that eggs in the United States are usually cheaper than in Canada. Whenever the reverse becomes true, then the tendency would be to firm prices.

With wheat and oat duty lower, there would be a tendency to sell these grains in the United States market whenever prices there were more than 10 cents per bushel higher than in Canada. This would help firm wheat and oat products here.

The Sugar Compromise.

A despatch from Washington states that it was believed throughout the capital Saturday night, after the Senators from the sugar State delivered to

Continued on page 35.



Getting New Business Through Store Front

Attractive Front, Including Well Dressed Windows, Strong Factor In Bringing In Buyers Who Eventually Become Regular Customers—Methods Used to Show New Fruits And Specials—Goods Easily Sold When Customers' Confidence Has Been Secured.

The cities where competition in the grocery trade naturally runs high, and where every effort put forth to catch the eye and attract the attention of the consuming public has an actual dollars and cents value, the outward appearance of a store is of very great importance. To cause passers-by to stop and take notice is a great part of the battle of making sales. And for this not only is an attractive window trim necessary, but the whole store front, and store interior so far as can be seen from the street must have about it something distinctive and attractive.

The accompanying illustration shows the store front of S. Bone, grocer, Avenue Road, Toronto. Situated as it is on a corner lot, splendid window facilities are provided, and these are made use of to very great advantage. The whole store front presents a neat, clean appearance. Woodwork finished in white, space above windows filled in with glass set in small panes, and general layout of windows and store all lend themselves to attracting attention.

Window Devoted to New Goods.

Mr. Bone, as well as his good wife, who takes a great interest in the business, lays great stress on the importance of window displays. The window in which the fruits are here shown is devoted continually to fruits and newest special goods. One rule observed is never to draw from the window display to fill orders, so that as long as a display is run it is left entirely intact.

In the other window more staple lines are displayed, special attention being given to the showing of any lines of which a fresh shipment has just been received. The larger window, facing as it does on two streets, offers splendid opportunities for special displays of goods.

Cleanliness Very Important.

"Both outside and inside," states Mrs. Bone, "cleanliness is all important. There is nothing like it to attract attention. If you keep your store clean and have a pretty fair arrangement of goods little difficulty will be found in selling them. Scarcely a day goes by without some customer passing some remark about the cleanliness of our store."

Since the accompanying photograph was taken a large sign advertising new laid eggs and giving the price has been arranged so as to rise whenever the door is opened. The sign is hung from the top of the door frame by a cord some three feet in length and is guided so as to hang always in the centre of the door by a pulley placed at the top of the door. As the door opens the sign is drawn up and through its motion attracts the customer entering.

In running a grocery store Mrs. Bone considers one of the most important points is to gain the confidence of customers, and to do this it is necessary always to tell them the exact truth about the goods. This, she claims, is especially important in taking phone orders, where people do not see the goods. After confidence is once gained sales can be made in anything that is worth selling.

"Make it a rule to tell people what you have, especially if it is new. Some people require to have their attention drawn to articles placed immediately in front of them before they will see them."

Macaroons Easily Sold.

In this connection Mrs. Bone tells of how she sold twelve dozen cocoanut macaroons the first morning she ever had them in stock. Every customer's attention was drawn to them in some way or other before each left the store, and in this way the total number ordered was sold out, so that more had to be obtained for the afternoon.

When customers returned, clerks made it a point to ask how they liked those macaroons. If satisfactory, they were asked if they wouldn't like to try some more.

This is only one instance, but it shows to some extent how trade is built up in different lines in the S. Bone store.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, APRIL 11, 1913

SPRING SALES NUMBER NEXT WEEK.

The next issue of The Grocer will be our big annual Spring Sales Number. As usual, it will be dressed in special attire and the thousands of dealers who are acquainted with our past big numbers will appreciate what that means. The others will know next week.

In this Spring Sales Number, the editors have endeavored to place before our readers a magazine that will be kept for reference. The central feature is "Creative Salesmanship," and the majority of our articles deal with ways and means the merchant has at his command to increase his business. Actual interviews with some of Canada's progressive dealers are given, showing how these men have made two blades of grass grow where there was only one before. The creating of new business is the main theme, and those who are anxious to expand will do well to study our annual number thoroughly. It will be profusely illustrated as well.

Apart from the reading matter, there will be a wealth of informative material in the advertising section. This section will be read because of attractiveness of the advertisements and because of the fact that they supply information about the goods the dealer handles—and the more one knows about the goods in stock the more efficient salesman he becomes.

Watch for the big Spring Sales Number next week.

SHOW YOUR APPRECIATION.

Next week, Thursday and Friday, the first annual convention will be held at the King Edward Hotel, Toronto. It is putting it mildly to say that President Clark and Secretary Miller, with their committee, have been working hard to make this a rousing and enthusiastic gathering of grocers. They have been giving their time and energy to present something worth while and from every account, they have admirably succeeded. It is up to the trade throughout the province to respond to these efforts by being present on the occassion of the first convention.

Those who have been secretaries of associations in the past, or are now, know the vast amount of work that has to be done apart from conventions. With a convention at hand, this is doubled and even trebled. Secretary Miller has devoted a great amount of time gratuitiously in helping to bring the plans to a conclusion. In the past few weeks for instance, he has looked after the concluding work of getting the two petitions signed; in company with President Clark and others he helped in the arrangements for a convention hall; he secured reduced rates on the railways; the bulk of the work of sending out 1,200 invitation cards devolved upon him; he has replied to scores and scores of communications re association work; he assisted in providing entertainment for the visitors — trips to the various factories, and reception by the city council; he has talked convention to travelers and got them to pass the word along; he has gotten out unique advertising schemes to rouse interest in the convention, all in addition to the hundred and one other things necessary to complete the necessary arrangements.

President Clark and Secretary Miller with their committee have done yeoman work. Much of their time of the past few weeks—and time is precious these days—has been devoted to the interests of the entire Ontario trade. They will be satisfied with a large attendance. Let everybody be on hand.

SWAT THE FLY NOW.

The early bird has, since time immemorable, been held up as an example for men to follow. Let us for a moment elevate to the niche instead that most commendable of specimens, the early swatter.

One of the most recent duties discovered for overworked man is the swatting of flies. It was found that the fly, formerly regarded as nothing worse than a harmless nuisance, was in reality a deadly menace, a conveyor of germs and a disseminator of deadly diseases. Statistics were compiled to show how rapidly flies multiplied; their habits were examined and their general deadliness was exposed. So startling were the facts obtained that people were admonished to begin swatting at once in order to thin the ranks of the pestiferous fly family. The response was prompt and general. People began to swat in real earnest, and the life of the fly became one of much peril and uncertainty. Contests were inaugurated at many points. The only thing wrong with the campaign was that it began too late. People did not waken up to the necessity of unlimbering their swatters until the buzzing pests were besieging the screen doors and invading the houses in droves. By that time, the numbers of the enemy were such as to defy any attempt at even partial extinction.

It is now seen that a fly campaign, to be effectual, must start early. The fly which once in summer months new generations bred must feel the swatters wrathy swat in early spring instead. A fly killed now means about 3,587,961 less flies around August 1. It does not require any great depth of perception to realize that it is much easier to kill the one fly on April 11 than to massacre his 3,587,961 descendants around August 1. Therefore, the supreme duty at the present time is to get at the early crop of flies and swat them when the swatting is both easy and restful.

In Cleveland an early campaign has been inaugurated. For every 100 flies killed during April the sum of $1.00 will be paid. Later on a dollar will be paid only for 1,000 flies, and, as the summer progresses, the rate will be lowered accordingly. With this incentive to spur them on, the people of Cleveland are already pursuing the pesky fly with right good will. Cleveland hopes in time to become known as a fly-less city.

For the grocer, who deals in the weapons required in fly warfare, this means an early start in the matter of selling and displaying goods. We would suggest that a display of fly killing materials be coupled with a note in the newspapers urging people to start the good work early.

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THE BUSINESS OUTLOOK.

Dealing with the business outlook, The Financial Post states that information reaching it indicates no restriction of commerce, as a result of money conditions, but it has to be admitted that expansion is being contracted. Some general evidence of this is found in the bank earnings for March. More specific, as evidence in this respect, is the accumulation of demands on financial agents for capital for extending industrial plants. It has been the custom of Canadian banks, when deposits permitted, to make advances to manufacturers for the purpose of increasing plants. Through necessity, this class of accommodation has had to be restricted, and in consequence applications to financial agents for capital have been increased.

In the entire Dominion, the chief concern is the procuring of new capital to provide for expansion. The West will feel the need of more capital perhaps to a greater extent than the East. Already Eastern loaning houses are declining large loans and moderately large loans. For those around $20,000 for city purposes there is a good demand, but they, at the present time, are being declined very generally. What money the companies have at their disposal is being distributed amongst the most likely borrowers for farms and homes. For this purpose the supply is going to be far short of the volume of last year.

Reports from the West indicate that the season is quite normal for seeding and that the acreage seeded will be larger than last year. Generally speaking, business has a tendency to drag during the seeding period and this year will be no exception.

Somewhat different conditions obtain at the present time in Ontario. Fall wheat looks promising and clover also. Farmers' however, are disappointed at having to accept low prices for beef after buying stockers at high figures. Business at country points, and collections also, are normal and satisfactory.

◆

SALES FORCE EFFICIENCY.

One of the most difficult problems that the retail merchant faces is the maintenance of sales force efficiency. There is so vast a drop from the height of salesmanship perfection to the depths of incompetence where so many belong who essay the role of salesman, but the success of a business depends to no inconsiderable degree on the point between the two extremes that the staff average attains. If the average is low, the business will not prosper no matter how well it may be managed otherwise or how high the standard of the stock carried may be.

The average of salesmanship in the average big store is probably not very high. Among other qualities required to make a good salesman is ambition; and it is not often possible to infuse the spark of ambition into the whole staff. Clerks who lack the desire to get on in life seldom have the desire to run up a big sales total or to be consistently courteous and obliging to customers. With a certain number of clerks of the non-ambitious type scattered through the staff, the possibilities of creating big increases in business are seriously curtailed.

In some of the larger stores, a method is followed to overcome this. Each salesman is provided with a weekly sales record, showing what sales he, or his predecessor, made during the corresponding week of the previous years figures being thus given to show the salesman what he has to beat; for in these stores, increases are regarded as absolutely essential, and the salesman who cannot keep up his end is soon replaced. It is a hard rule and under it only the fittest survive, but it surely creates a high average of salesmanship. The weak links in the chain are soon detected. At the same time, it gives a capable clerk full opportunity to show his ability. When a salesman is showing results, his good work cannot be overlooked.

◆

MAKE THE DELIVERY EFFICIENT.

Haphazard delivery is causing about as much loss of business to-day as any other deficiency in the grocery store. Many a housewife knows how frequently certain dealers send goods to her door which have never been ordered and how her goods have gone somewhere else.

The delivery boy starts off with the parcels, but soon finds he has goods for a certain number on a certain street which were not ordered. The result is he calls at every house on the street which is a customer of the dealer in question, to find out where the goods belong.

This causes considerable annoyance to the people involved in these unnecessary calls and is bound to create dissatisfaction and a lack of confidence in the merchant. The writer has recently heard of several instances of this defective delivery and those who are complaining threaten to withdraw their entire trade. Indeed many are purchasing only canned and package goods from these dealers, having no confidence in anything of a loose character.

In this advanced and enlightened age, every grocer should maintain an efficient, serviceable delivery system if he desires to make much headway. He has too many strong competitors keen after his trade if he neglects this point in his business management.

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EDITORIAL NOTES.

The bee that gathers the honey doesn't hang around the hive.

* * *

Dost love life? Then don't squander time, for that is the stuff life is made of.

* * *

You don't know how much you have to know in order to know how little you know.

* * *

A business man's business is to mind his own business, until he marries a business woman.

* * *

"Many friends will pay their respects so long as you pay your checks." Such is the wording on a card shown by a Guelph, Ont., merchant.

The Selling of Leaders: Correct Margins

Does it Pay to Sell Leaders at a Loss?—The Complexity of Advertising — Should 10-Cent Lines Cost More Than 90 Cents Per Dozen?—Basing Service Charges on General Averages.

*By Henry Johnson, Jr.

One puts a question as follows:—

Does it pay to sell "leaders" at a loss as an advertisement in the grocery business?

Facts are stubborn things. Fact is that the big, successful merchants in all lines have been generous distributors of leaders. Often these are sold at less than laid-in cost, though many times there is a margin left after usual cost is reached. Such margin is often due to the "buying power" of the big merchant. We are all anxious to get into his class; but some of us will remain only anxious —perhaps because we "do not believe in selling leaders."

Advertising is a complex study. There is advertising of all kinds. Much of it consists in spreading our name and our offerings liberally, maybe lavishly, in the papers; and the cost is heavy. We do it because we think that is a "legitimate" way of making ourselves well known and popular.

An Interesting Comparison.

Suppose that instead of spending $10.00 in the newspapers, we spend $1.00 every week for a new sign, telling about some special "leader" we offer, and that, through selling that leader we lose $9.00 in money—loss under cost and loss of margin included—do we not end up with just the same net expenditure?

Is there any difference in our net cash balance whether we pay out that $10 to the editor or to our customers?

It should seem, then, that this is a matter of a choice of methods, not of means. Both methods call for a definite expenditure to accomplish a certain end. It is up to us to choose, in the light of our best knowledge and experience, which method is best suited to our requirements. But as to one being "legitimate" and the other not—that is something that it is futile to discuss.

Cost of 10 Cent Goods.

Another question:—

Why do grocers handle goods that cost them over 90c per dozen and sell them at 10c each?

The answer before me is: We believe in selling at 10c if competition demands it; if not, use own judgment. In a majority of cases competition regulates the price.

As a matter of fact, in my opinion, 10c retail on goods costing 90c per dozen yields a good margin on anything not subject to deterioration or unusual waste or loss. This is 25 per cent. gross, which is 4 per cent. to 5 per cent. above the average percentage. While others may differ, I would say that it is safe to pay up to 96c, as laid-in cost where competition is keen for staple articles to sell at 10c each. Only when the cost advances beyond 96c need we feel that the danger line is crossed and we must do more than allow competition to rule. When this point is reached it is time for us to be up and doing, getting really and determinedly busy to stop the curtailment of margin.

Where Margin is Higher.

I have several articles in stock which cost from 85c to 90c which I sell for 15c each, retail. One is something that very few grocers carry, having little or no trade on it. Another is a particular brand of an article in common use of which it is easy to obtain equal value from many stores for 10c, but which I have no trouble in getting rid of daily for 15c.

All of which simply illustrates the well-known fact that business is war. It is war in the open and from ambush. It is war of skirmish, of close order, of intrenchment and of assault. It will never be anything else. It is, therefore, up to each of us to be ever on the alert to take such advantages as are thrown in our way, and no sleepy ones can expect to survive.

Analyzing Circumstances.

Most of these questions indicate that they were formulated with little knowledge and less thought, for they seek, almost universally to draw general conclusions from exceptional conditions; and it is plain that the askers have not stopped to analyze the prevailing circumstances of their business. Here, for instance:

Some customers have goods delivered and charged; others come to the store, pay cash and take their own goods home. Should the price be the same?

And the "answer" is equally ill-considered:

If any difference is made, it should be in a cash discount.

A little consideration and reflection will lead us about this way.

I run a small business. Each man in it is necessarily an all-round man, not a specialist. I buy, sell, do a little bookkeeping, a little advertising, some order-filling, some arranging of stock. My delivery boys pile flour and attend the fire. We are necessarily jacks-of-all-trades in such a small business.

Ways of Big Merchants.

Thus, whereas big merchants have systems whereby stock is accurately kept track of and costs are figured by expert specialists, I must arrive at my information in a sort of general survey of my little business. I look around and I find that even very big merchants run their retail business on a basis of averages. How foolish, therefore, for me to think I can have more than one average way of running my business. I notice that when any of those big fellows seek to run a cash and a credit business, or a delivery and a non-delivery business, they run two separate stores. I notice that when I step into a certain large store the clerk who takes my order asks: "Charge or Cash?" and I answer as the circumstances warrant; but I notice that there is no suggestion that my "Cash" will buy me more goods than my "Charge" would buy. If they cannot do this thing, though they must have lots of occasion to notice the disproportionate amount of work required to fill certain "charge" and delivery orders, how can I in my little business hope to have two or more ways of doing? Shall I not best be guided by their example?

General Average Business.

The conclusion seems inevitable that I must base my charges for services on some general average. I cannot stop to inquire whether Smith gives me more trouble and expense than Jones. I must simply lump the two sets of expense and trouble together, divide it by 2 and charge half of the result to Smith and Jones respectively.

In other words, our business must continue to be conducted on the law of averages; and I think if more of us thought of these facts, less of us would ask foolish questions.

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*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

How Retailers May Solve the Milk Problem

Knowledge About Evaporated, Condensed and Homogenized Milks That Every Grocer Should Have—Customers Should be Impressed With the Absolute Purity of These as Opposed to the Varying Tendencies of Fresh Milk—Uses of Each Explained.

The retailer who is thoroughly posted on the uses and advantages of evaporated and condensed milk, can greatly increase their sales, and every dealer should see that his clerks know the selling points in favor of these articles.

This article would not be fulfilling its purpose if mention were not made to the comparatively new product, called Homogenized Milk and Cream, which together with the evaporated and condensed milks, placed the retailer in a position where he can absolutely compete with the milkman who goes from house to house in daily delivery. There is no class of trade which cannot be supplied with some one of these articles.

Unfortunately many retailers cannot tell their customers the difference between these milks, or the uses and advantages of each. The following is a short, general description of each:

Evaporated Milk.

Evaporated milk is unsweetened and fills every requirement of fresh milk, having all its advantages and none of its disadvantages. It is simply pure cows' milk reduced in vacuo to a creamy consistency and preserved by sterilizing only. In other words, water is taken from the milk, but nothing is added. If you empty the contents of a can of evaporated milk into a jug and add three parts of pure water which has first been boiled, the milk will be brought back to its original condition. Of course, evaporated milk may be served undiluted, either plain or whipped, for coffee, tea, cocoa, chocolate, etc. Diluted to suit the taste, it is delicious with fruits or breakfast cereals, and as it contains no sugar, it may be used for all recipes calling for milk or cream. It is also recommended as an infant food in special cases where unsweetened milk is desired.

Nature of Condensed Milk.

Condensed milk is preserved by the addition of about 40 per cent. sugar, and will meet all requirements for general use for coffee, tea, cocoa, chocolate, ice cream, puddings, and all recipes calling for both sugar and milk. Some brands of condensed milk are especially prepared for infant feeding, and are understood to be an excellent substitute for mothers' milk, in some cases.

It is not necessary to empty condensed milk from can. Being exposed to the air will not seriously affect the quality, as owing to the sugar, it will easily candy or coat over the hole which effectively prevents the air from injuring the product.

Homogenized milk has only recently been put on the market in Canada, although it has been in use in France and Germany for five or six years. It is simply fresh, pure, rich milk from healthy cows, with the impurities and dirt taken out and then capped air tight in ordinary glass milk bottles. The following is the entire process, which in a very few words is a thorough explanation:—

To begin with, nothing but pure milk, fresh from the cow, can pass the test. It is first passed through the clarifying machines where all foreign matter is extracted. After going through the ordinary pasteurizing method, it is Homogenized by machines in which it is forced under high pressure between an agate and bronze surface, pressed tightly together. This action breaks up all the globules of cream, or butter fat, into small pulverized particles. It is then cooled in a sanitary manner and bottled in sterilized bottles and capped air tight. After the bottles have been capped, they are immediately placed in large sterilizers and heated to a degree sufficient to destroy all germ life. This milk, besides being used for household purposes, is also used for infants and invalids.

Retailers Should Know These Goods.

Up to the present, there are many retailers who have not taken the trouble to become thoroughly acquainted with the real facts concerning the milk business.

The public, however, are gradually becoming educated, and past experience shows that most people, after trying Evaporated and Condensed Milk, or Homogenized, become steady users.

Some people use these milks in preference to fresh milk, not only on account of their purity, but because they are cheaper. They are cheaper because more economical. One can use just as much as he wants one day, put away the can or bottle, use more to-morrow, the next day and so on, until all has been used.

Each retailer should take these milks home and try them so as to familiarize himself with the uses to which they can be put. This will give him greater confidence in recommending these goods to customers.

Great care is taken with all the 'raw' milk used at the factories. The manufacturers realize that most milk is so infected with germs that the greatest precautions must be taken or his product will be useless. The dairy stables are regularly inspected so as to keep them absolutely sanitary. At the factory the milk is tested and must pass certain high standard tests before it is accepted. If the milk is in a dirty condition or does not come up to the test, it is refused. Cleanliness is the key of all these milk products.

The fresh milk procured from the ordinary milkman is usually collected from different farms, and the same care is not always taken. It cannot be as exacting, as the milkman has his rounds to make, and usually needs all the milk he can get. Laws are being passed all the time, and so many kicks are raised that it is quite evident the source of the milk supply is not considered satisfactory.

Isn't it plain that the dealer has a large field in which to develop a new class of trade?

As far as purity is concerned, the consumer is taking no chances with these milks. Ordinary milk contains a large quantity of germs, and if one reads any government report of dairy conditions, he will see what a dangerous commodity ordinary milk is. All the germs in these milks have been destroyed, otherwise they would not keep.

The public, especially in the cities, are learning that these milks are absolute household necessities. The milk supply is becoming very uncertain. The milkman may not call, or when he does call, especially in warm weather, he may leave milk that has been such a long time on the way that while it is fresh when delivered, does not remain fresh for any length of time after. He may deliver a supply ample for usual requirements, but visitors often come in, and should the fresh milk run short, the can or bottle of milk on the shelf will save the situation.

Aside from these facts, however, there is a great field for the dealer to cultivate in educating the consumer to use pure milk. These two points would enable him to greatly increase his sales.

With facts such as presented above, in his possession and at his tongue's end, every retailer and clerk will be able to sell more of these goods. To be a salesman, one must first of all be thoroughly acquainted with his goods.

Character: Its Relation to Credit

A writer in the Philadelphia Ledger says:

The late Mr. Morgan told the Pujo Committee that he had given a million dollar check to a man that he knew did not possess a cent. To others who were rich he had refused to lend anything. The character of the borrower decided Mr. Morgan's action. This brings up a very big question.

How much is character worth in business? Can it be capitalized? Has it a genuine earning capacity? Since Mr. Morgan gave his testimony I have made it a point to ask many Philadelphia financiers and business men those three questions. I shall set down, briefly, what one of them said in reply. He is a large dealer in certain kinds of iron and he does a prosperous business.

"Every school book," said this iron man, "should embody what Mr. Morgan said about character in business. It is everything. I have very often done in a much smaller way exactly what this king of Wall Street did with his million-dollar check. There are names on my books to-day that stand opposite men not worth one cent. But I trust them for thousands because I know they have character. An auditor, if he were to examine my books and understand the financial standing of these men, would undoubtedly tell me I had a lot of bad debts. My reply would be that my personal check would go into the asset column in place of those accounts questioned.

"I constantly do business with men who have no capital but character, and I never yet lost a cent through any one of them. My losses come from persons who do not lack cash, but who lack character.

"Your three questions are answered. Character is actually worth thousands, because some men can borrow on no other security. It is capitalized to that extent and it, therefore, has a real earning capacity."

All bankers will agree with the propositions here set down. Character is credit. The chief objection to Mr. Morgan's formula would be that it might be dangerous to permit one in his position to have the deciding vote on who has or who has not character. Thus giving the million-dollar check would be of less vital importance than the preliminary process of learning who could be trusted.

* * *

The basis of judgment which led the late J. Pierpont Morgan, hardheaded financier and keen observer that he was, to trust one million dollars to a man who had no financial rating, is found in the regulation of commercial credits everywhere. Character and cash are the assets on which a business man secures credit and standing. Under most circumstances it is necessary for a man who aims to enter the business arena to possess both; but it is far better to have character and no cash than to have cash and no character. There is a moral in this for business men. Few realize the true significance of good character in the matter of securing credit or extensions. If it were possible for a retailer to penetrate into the innermost secrets of the mind of the credit man who occasionally sits in judgment upon him, he would probably find that the facts which weighed most heavily were those relating to his (the retailer's) methods of doing business, his reputation for fairness of dealing and the sidelights on his character which the credit man, by ways of his own, had obtained.

Current News of the Week

Quebec and Maritime Provinces.

Currie Bros., Fredericton, N.B., recently suffered damage through fire breaking out in their storehouse adjoining the store. Loss was completely covered by insurance.

L. T. Moffatt has joined the sales staff of Bovril, Limited, and will cover the western section of Ontario. Mr. Moffatt has been calling on the trade in this section for the past five years in the interests of The Walter Lowney Co., Ltd.

T. H. Estabrooks, of St. John, N.B., accompanied by Mrs. Estabrooks, left on Saturday for several months' trip to the Old Country. Mr. Estabrooks well deserves this holiday, as he is noted for his very close application to work.

T. Collins, wholesale dealer, St. John, N.B., returned home last week after an extended trip through the North Shore, and brought back the interesting information that there were thousands of barrels of potatoes in store throughout the upper counties which seemed unable to find a market. The indications were that they would rot. The market for potatoes has fallen flat within the last few weeks, and they could hardly be disposed of at any price.

Ontario.

R. F. Kennedy, Peterboro', Ont., has sold to W. H. Hubel & Son.

J. Arnold, grocer, 428 Dundas St., Toronto, has sold to Dickinson & Son.

The partnership existing between A. Chapleau, Lea. Charette, and Nap. Chapleau, of Field, Ont., has been dissolved by mutual consent.

A record catch of nine ton of whitefish was taken in the nets at Port Stanley last week. The bulk of the catch was shipped to Chicago.

H. Dixon, of Weston, Ont., last week bought a bushel of mussels from a Toronto fish dealer, and in them found 14 pearls. Several of these he claims are large enough to set in rings.

A clerk in a Brockville store is reported to have gone to New York to marry a widow worth $20,000,000. No doubt there are many clerks throughout the country who think such wind-falls are too few and far between.

R. Matheson, Petrolea, Ont., who retired from business about a year ago, is opening a new grocery in the block he recently purchased from Geo. Fisher. He is having the interior thoroughly renovated and new fixtures installed.

The annual meeting of the London Retail Grocers Association was held on Tuesday night, a report of which will appear in next week's issue. There was a meeting of the executive on Thursday night, April 3, winding up the year's business.

Arrangements are being made for an eight-storey addition to the present factory of Christie, Brown, and Co., King and Frederick Sts., Toronto. A permit has already been received from the city architect and operations are expected to commence soon.

Grocers, Limited, 31 Front Street East, Toronto, suffered loss by fire last week to the extent of $15,000, most of which is covered by insurance. Much damage was done to stock room, but it is not expected that the fire will seriously affect their ability to carry on business and fill orders.

J. B. Little, who has conducted a grocery and crockery business in Blenheim, Ont., for some years, has sold his building to the Standard Bank, and has purchased for about $3,700 that occupied as a general store by William Gilroy. Mr. Gilroy, who has been in business there nearly a quarter of a century, will dispose of his stock before July 1, when the new owner takes possession.

In Toronto this year there are many additions going up to factories. Robertson Brothers, confectionery manufacturers, will build a five-storey brick warehouse on Richmond Street, north side, just west of Jarvis, as an extension of their big plant facing on Queen. The structure will cost $40,000. The Cowan Company are building a big addition to the factory at the Dundas St. bridge. Christie-Brown are erecting a five-storey addition facing on King St., to their plant. The Patterson Candy Co. in two weeks will be installing machinery in a new four-storey factory at the south-west corner of Queen and Massey Sts. This building is 117 by 130 feet.

Western Canada.

G. H. Stokoe has opened a grocery store in Strome, Alta.

F. J. Milne, of the John Irwin Co., Calgary, Alta., has accepted the position as manager of the grocery department of the Busy Store, along with J. A. Ramsay.

The firm of Escott & Harmer, Winnipeg, which was dissolved some months ago with Mr. Harmer retiring, has now become W. H. Escott Compnay, Limited, with Mr. Escott as managing director. The capital has been increased and the organization extended.

A movement is now on foot to organize a cannery in the district of Grand Forks, B.C. Many business men are enthusiastically co-operating, and it is expected that the plant will be ready to handle this season's crop. The name of the firm has not yet been announced.

With a view to assisting the farmers in selecting the best material for their dairy herds Henry Rive and V. Bjorsen are making a tour of the agricultural districts of the Fraser Valley. Testing stations for the purpose of discovering the percentage of butter fat and other qualities of each individual animal, thus enabling the dairyman to select only such cattle as will give the best results, will be established at different points. Two stations at Chilliwack, one in Langley, and another in Delta have been selected.

◆

PROPOSED TARIFF WOULD EFFECT CHEESE MARKET.

London, Ont., April 9.—A. E. Silverwood, head of Silverwoods, Limited, gives this interview on the tariff changes proposed by the United States Government:

"The proposed revision will mean a larger market for Canadian cheese. For eggs and butter there will be no difference, because Canada is an importer of butter and eggs at the present time in large quantities, but in cheese she is an exporter. Over $3,000,000 worth of eggs was imported last year, and for nine months the importation of butter was $5,000,000. Whether or not cheese could be sold to the United States would of course depend on the market there. It is higher than our market at times, and it is possible we could do some business. The cream business may be affected, as the importers may bring cream into the United States and manufacture it there. This would affect the towns on the border anyhow, but of course it is impossible to tell at the present time how it would affect us here."

WANTED

WANTED — COMPUTING COUNTER SCALES — thirty-pound capacity. Second-hand; good condition. Box 203, Tillsonburg, Ont.

The Sugar Situation and the New Tariff

Molasses Market in Montreal a Puzzle—Seeded Raisins Likely to Be Firmer—Already An Advance in Montreal—General Business Brisker Than Week Ago.

QUEBEC MARKETS.

POINTERS.—

Sugar—quiet.

Molasses—weak and declining.

Coffee—Mochas scarce.

Tea—exceptional quality offerings.

Rice—decline of 15c on April 15th expected.

Canned Goods—lower prices predicted.

Montreal, April 8.—Trading in groceries is a little brisker with more favorable weather. Retailers are buying more liberally than during rainy weather of last week. Collections are improving. Practically no prices have been changed during past week on general groceries. Canned tomatoes seem to be easier and lower prices on last year's pack as well as 1913 pack are predicted. It is stated that some independent canners are offering 1913 pack tomatoes at 90c, but this was not confirmed.

Canned salmon is easier. The main topic of gossip is situation in molasses market.

SUGAR.—Sugar market is devoid of interesting features locally as prices remain unchanged. New York market as well as London Markets show a decline in raw sugar. Local market has not followed these primary markets lately but has acted more or less independent of them so it is not expected that they will be affected by recent decline in New York and London markets. The proposed 33 1-3 reduction in the U.S. tariff is the main topic of discussion in sugar circles this week.

Floods and bad road conditions have interfered considerably with distribution but it is hoped that these abnormal conditions will soon be a thing of the past. Demand for sugar is fairly good. but outside points show a falling off. owing to difficulty of getting in supplies.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 60
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Market on fancy Barbadoes molasses has weakened and prices are two to three cents per gallon lower for futures than quoted last week. Bullish element which entered into molasses trading a short time ago has met a very strong bearish movement which has resulted in decline in prices. Local dealers seem to be somewhat at sea regarding the future of the market. Bulls are non-plussed by the strength of the bears but state that as consumption of fancy Barbadoes in United States has been under-estimated by local holders chances are that those who have not covered their sales will be caught short and be forced to cover at a much higher figure than that for which the molasses were sold. On the other hand the majority of large dealers state that they have covered their sales fully and unless prices come down they will not buy for storage but will cover sales at market from time to time. If this attitude becomes general and is adhered to, position of bulls will become embarrassing when producers and refiners begin to deliver. Leader of bullish element, while strong financially, will undoubtedly find difficulty in financing the purchases recently made, unless the molasses are sold before delivery. It will be a hard task to dispose of this large purchase in United States. Therefore inference is that Canada will be asked to take some of this big purchase. As dealers here are pretty well stocked up, they are rather independent and inclined to force lower prices, and from all indications it is likely that they will succeed. Decline of this week supports this supposition. There is very little trading in molasses this week as dealers are waiting to see what will turn up. Faney Barbadoes for future delivery are quoted at present at 36 to 37c.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½ lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP.—Maple syrup is arriving in limited quantities and it is freely stated that this year's production will show a shortage. This fact has caused prices to firm up. The following prices are quoted on the Montreal market for the genuine article.

Pure maple syrup, in 8½ lb. tins		0 85
Pure maple syrup, in 15-gal. kegs, 9c per lb., or, per gallon		1 20
Pure maple sugar	0 12½	0 13

DRIED FRUITS.—Advices have been received from California that all grades of raisins and prunes will be advanced 1c per pound. Several of the local firms have already advanced their prices on these commodities but this advice will tend to make advance general.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice loose muscatels, 3-crown, per lb.	....	0 06½
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Select raisins, 7-lb. box, per lb.	0 07¾	0 08½
Sultana raisins, loose, per lb.	0 11½	0 12
Sultana raisins, 1 lb. cartons	0 12½	0 14
Malaga table raisins, clusters, per box	0 75	1 90
Malaga table raisins, clusters, per ¼ box	0 75	1 90
Valencia, fine, off stalk, per lb.	0 07	0 07½
Valencia, select, per lb.	0 07½	0 08
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-ozs., per box	0 07¾	0 08
Prunes—		
20-30	....	0 12
30-40	....	0 11
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEAS.—Tea market is quiet locally, but there is an improvement in business accomplished by local firms in Ontario. Importers are cleaning out last of old stocks of Japans and India's and getting ready for new teas that will arrive about May 1. It is stated that new crops will be of a much higher quality than has been seen on local markets for long time. This is due to fact that better methods of cultivation are being used by tea cultivators. They are irrigating, fertilizing, and using up-to-date methods with result that crop is very greatly improved in quality.

Quality of Ceylons and in fact nearly all teas is very high just now. Best quality of tea that has been offered this year is being offered at present time and it would be ideal time to make purchases as retailer would be assured of getting very best quality of tea obtainable.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 18	0 20

Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey gunpowder, pinhead	0 30	0 60

COFFEE.—Owing to war in Balkans, supplies of Mocha coffee are coming forward very uncertainly. Those who have stocks of Mochas are taking advantage of this condition by asking whatever price they think they can get for their stocks. These conditions make it very difficult to get supplies of this blend of coffee. Demand shows an improvement this week and some sales have been made at advanced prices. Quotations, however, are unchanged.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICE.—There is nothing of interest to report in spice market. Booking is going along merrily and prices are firm at last week's quotations.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—There is no change in rice or tapioca market this week. Price of rice goes down 15c on April 15th as per usual custom. Stocks of tapioca are rather heavy and prices have been shaded for round orders. Demand for rice continues steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 65
Rice, grade B, bags 100 lbs.	....	3 65
Rice, grade B, bags 50 lbs.	....	3 65
Rice, grade B, ½ pockets, 12½ lbs.	....	3 85
Rice, grade B, pockets 25 lbs.	....	3 75
Rice, grade C.C., bags 250 lbs.	....	3 55
Rice, grade C.C., bags 100 lbs.	....	3 55
Rice, grade C.C., bags 50 lbs.	....	3 65
Rice, grade C.C., pockets 25 lbs.	....	3 65
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 75
Rice less 15c April 15th.		
Patna, polished	....	4 60
Finest imported Patna, 224 lb. bags	....	5 50
Finest imported Patna, 56 lb. bags	....	5 75
Pearl	....	4 85
Sparkle	....	5 40
Crystal	....	5 35
Snow	....	5 60
Imperial Glace	....	5 20
Ice Dips	....	5 85
Canadian Caroline rice	....	7 35
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 50
Brown sago, lb.	0 05	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05½	0 06

NUTS.—There is a little better movement in peanuts and it is expected that opening of navigation will increase demand. Shelled walnuts are a shade higher than last week.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Sugar—Sound and quiet.

Molasses—Barbados open high.

Maple Syrup—New lists announced.

Tea—Ceylon firm and advancing on primary market.

Shelled Walnuts—Easier.

Toronto, April 9.—Trade in general has taken on much brisker tone during past week. In view of opening of navigation many orders have been booked to take advantage of cheaper freight rates. As yet trade for season is comparatively dull, but prospects now are for a brighter future.

Collections are still in a pretty bad state, but by several firms are reported as being in much better shape this week than for some time.

SUGAR.—With temporary curtailment in consumption of sugar in States and announcement of proposed new tariff, the tendency has been to cause a depression in the States. Whether this will effect the world's market is a question. Usual expected spring advance appears to have been at least temporarily checked, but with increasing consumption dealers look to a steady market with advancing tendency.

Whether the new tariff would cause present depression to continue is a matter of much discussion. "If sugar were to be let in free in three years," states one broker, "it would mean a serious thing for Canada, as our protection is not high enough to compete. The States would immediately dump in sugar and swamp us." Further developments are anxiously awaited.

Just now local market is fairly strong, and shows a good sound condition. United States refineries are said to be selling at less than cost, which they can't keep up very long. Instead of cutting prices they have reduced their meltings. Whole situation is still uncertain, and needs close attention.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—On fine grades molasses prices have advanced considerably, Barbados having opened up at from 2 to 3 cents higher than year ago. Poorer grades continue unchanged, and little business is moving.

New lists on maple syrup have been announced this week, but show no change from those of year ago. Much syrup is being offered at country points, and city markets are also receiving in large quantities. Fairly brisk business is being accomplished.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case		5 40
Pints, 24 to case		3 00
Maple Syrup—Pure—		
Gallons, 6 to case		6 60
½ gallons, 12 to case		7 25
Quarts, 24 to case		7 25
Pints, 24 to case		4 00
Quart bottles, 12 to case		3 50
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Market is without special interest, except for seeded raisins, which appear to have taken on much better feeling. Prices on primary market are much higher. Owing to success of new raisin growers' association in the South seeded raisin business is likely to be on a healthier basis now throughout the year. Prices locally are not expected to advance until fall, when this fruit again begins to make a feature on market.

Prunes—		
30 to 40, in 25-lb. boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 06	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vastizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	0 07½	0 07¾
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 06
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—"Ceylons are very firm, with rising tendency," was the gist of this week's cable to one local tea house. On primary market dealers have had to pay more for teas than week ago. Firmness prevails throughout.

COFFEE.—Coffee situation remains practically unchanged. Lower grades if anything are slightly easier on primary market, but for milder coffees mark holds about same.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 28
Bogotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 29
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Spices continue quiet, and are likely to run along without much change until money tightness is relieved.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	27—30	90—0 00	....
Curry powder	shrdlu mfwyp	rfdlu m	mmmmm
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b. Toronto	....	3 83

RICE AND TAPIOCA.—Following usual custom, rices are expected to decline 15 cents about the middle of the month. Market conditions continue about same, easy feeling continuing to prevail. Tapioca is unchanged.

	Per lb.	
Rangoon, per cwt.	3 63	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	0 06	0 06½
Flake	....	0 08
Seed	0 06	0 06½

NUTS.—Shelled walnuts are slightly easier this week, and almonds continue to hold about same. Business is quiet, trade being only nominal.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 30	0 32
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Owing to large supplies of Austrian beans on the market, there has been little call for Canadians owing to these being inferior in quality. When the Austrians move out it is expected that demand for these will increase. Trade is quite dull.

Beans, Canadian—		
Prime beans, per bush	2 30	2 65
Austrian, H.P., bush.	2 60	3 00
Austrian, mixed, per bush.	....	2 40

CANNED GOODS.

TORONTO, April 9.—Retailers pushing sales of canned goods during past few weeks has greatly reduced stocks throughout the country, so that now more sorting orders are being turned in and prospects for the wholesaler are somewhat brighter.

Canned fish of all kinds continue to move slowly, only nominal business being done.

MANITOBA MARKETS.

Winnipeg, April 9.—"Featureless" describes the Manitoba market at the time of writing. Wholesale grocers report business fair and there are no changes in values.

Retail trade has to some extent suffered from bad roads and semi-flooded conditions that accompanied the spring thaw, but these inconveniences are rapidly disappearing with the beautiful weather of the past few days.

There is a good seasonable movement of merchandise with no evidences of either depression or special activity.

Collections continue disappointing, but a little more activity in grain and a slight improvement in prices may make money a little looser.

SUGARS.—Sugars are steady and reports from sources of production would indicate that supply of raw in the West Indies will be very heavy, the European beet production also being greatly in excess of that of last year. Louisiana output is however light.

Montreal and B.C., in sacks	5 15
Montreal and B.C. yellow, in bbls.	4 40
Montreal yellow and B.C. yellow, in sacks	4 35
Icing sugar, in bbls.	5 50
Icing sugar, in boxes, 25 lbs.	5 75

SYRUPS.—There is a good demand for new maple syrup and an average demand for other lines. Cheaper butter will probably reduce syrup sales.

2 lb. tins, per case		2 13
8 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 36
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—The California raisin market is reported as firmer and prunes and currants are a little weaker, but no changes in prices locally are as yet announced.

	Per	lb.
Prunes—		
90-100s, 25s, s.p.	....	0 05
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06¾
50-60s, 25s, s.p.	....	0 07¼
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07¼
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—Market is now steady with no prospects of further changes.

Coffee—		
Green Rio, No. 5	....	0 16½
Roasted Rio	....	0 21½
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11½
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—A continuation of present beautiful weather should lead to a little more activity in nuts which for some time have been very dull.

	Per	lb.
Brazil	0 18	0 19
Tarragona almonds	....	0 16½
Peanuts, roasted, Jumbos	....	0 12½
Peanuts, choice	....	0 11
Pecans	....	0 23
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Beans are steady at recent reduction and trade is fairly active. Railway contractors should shortly be heavy purchasers of these lines.

Beans—		
3 lb. picker	....	2 35
Peas—		
Split peas, sack 98 lbs.	....	4 00
Whole peas, bushel	....	2 75
Barley—		
Pot barley, per sack 98 lbs.	....	3 65
Pearl barley, per sack 98 lbs.	....	5 15

WINNIPEG.

PRODUCE & PROVISIONS.—Eggs are down 1 to 1½ cents per dozen in sympathy with weather situation in the United States. Creamery and dairy butters are both steady. Cured meats and cheese are in good demand and unchanged.

Lard—		
Tierces, per lb.	....	0 14
1 lb. bricks	....	0 16
50 lb. tubs	....	7 15
20 lb. pails	....	2 90
10 lb. cases	....	8 85
5 lb. cases	....	8 95
3 lb. cases	....	9 00
Cured Meats—		
Hams	0 17	0 20
Bacon	0 19	0 22
Shoulders	....	0 15
Long clear D. S.	....	0 15¾
Mess pork, bbls.	....	26 00
Butter—		
Creamery	0 32	0 35
Dairy best	0 28	0 29
Dairy, No. 1	0 20	0 21
Dairy, No. 2	0 16	0 18
Eggs—		
Manitoba, per doz.	....	0 20
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

WINNIPEG.

FRUITS.—Strawberries are plentiful at reasonable prices and excellent naval oranges are obtainable at a somewhat advanced price. Trade in fruits is showing signs of improvement with warmer weather.

Red Globe Onions	....	1 50
Arkansaw Strawberries, case	....	4 00
Messina lemons	....	7 00
Malaga grapes, kegs	....	9 00
Navel oranges, case	5 00	5 25
Bananas, per bunch	2 50	3 50
California lemons, crate	....	9 00
Washington apples	1 50	2 25
Florida tomatoes, case	....	4 00
Ontario apples	4 50	6 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Hothouse rhubarb	....	0 12
Strawberries, quart	....	0 50
Sauerkraut, lb.	....	0 04
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet, basket	....	3 50

WINNIPEG.

FLOUR AND CEREALS.—There is a good domestic demand for flour and cereals and an improving export enquiry.

Flour—		
Best patents	....	5 40
Strong bakers	....	4 30
Rolled oats, 80-lb. sack	....	1 75
Granulated oatmeal, 98 lbs.	....	2 25
Cornmeal, 98 lbs.	....	1 75

WINNIPEG.

FISH.—The demand for fish is said to be not quite so brisk as during Lent, but there is a fair trade. Fresh halibut is 1 cent per lb. lower.

Fish—		
Frozen salmon, per lb.	....	0 11
Fresh whitefish, per lb.	....	0 08½
Fresh halibut, lb.	....	0 13
Fresh trout, lb.	....	0 12
Pickerel, per lb.	....	0 08
Block codfish, per lb.	....	0 10
Finnan haddies, lb.	....	0 08
Bloaters, box	....	1 50
Holland herring, keg	....	0 72
Kippered herring, box	....	2 00
Goldeyes, doz.	....	0 50
Labrador herring, ½ bbl.	....	4 20
Oysters, gallon	....	2 75

HALIFAX.

FISH.—Local market is well supplied with all kinds of seasonable fresh fish. Haddock and halibut are of exceptionally fine quality. Lobster situation, however, has been an interesting one during week. Bad weather has greatly interfered with catch, and at opening of week all markets were bare. All kinds of prices were offered for lobsters. Conditions, however, were changed toward close of week.

ST. JOHN.

FISH.—Easterly weather being experienced along bay of Fundy has greatly interfered with supplies of fish to local market, and this week was a particularly poor one with local dealers. Variety was not nearly up to standard, while demand was keen. Bad weather has practically spoiled lobster fishing thus far, but dealers are looking for improvement in week or ten days when better weather should be had. Many lobster fishermen have suffered considerably from the winds and seas, their pots and traps being damaged, and consequent decrease in the catch resulting.

Gaspereaux were extremely plentiful during early part of week but fell off materially towards latter end. There are no local smelt offering, but a few consignments have been received from North Shore. Haddock and cod were also scarce this week.

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., April 8.—Markets are quiet with really no changes. Molasses are firmer, reports from Barbadoes being discouraging. Steamers arriving this week are only fairly well stocked so that the tendency is upwards. Sugar continues unchanged. Market appears unsteady so that there may be lower quotings. No change has taken place since drop in United Empire last week. Flour holds same with slightly better demand since opening of river navigation. Pork products advanced with article itself. Eggs are coming a little better aided by finer weather and river opening. Same is true with butter. There is little change in price.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	....	2 20
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 26	0 28
Eggs, case	0 23	0 24
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 40
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	28 00
Potatoes, barrel	1 50	1 80
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
United Empire	4 40	4 50
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

U.S. TARIFF .CHANGES WOULD AFFECT CANADA.

Continued from page 24.

the President at the White House the refusal of the Louisiana sugar cane growing interests to accept the Administration's compromise proposition, that the bill as sent to the Public Printer provided for the immediate removal of sugar from the dutiable list.

But instead of making sugar free, the President and Chairman Underwood decided to put into the bill the compromise proposition which they had offered to the Louisiana and other sugar interests, and which had been rejected. This reduction of 25 per cent. means that should the bill pass in this shape, sugar, which is now dutiable at $1.65 per 100 pounds, will enter the United States at approximately $1 per 100 pounds after allowing for the 25 per cent. reduction by the President, and also taking off the 20 per cent. granted by the Cuban reciprocity treaty. At the end of three years it is proposed to put sugar on the free list.

It is, of course, understood that the above changes are only proposals as yet. They have to meet the favor of the United States House of Representatives and be passed. The Democratic leaders, however, seem confident of their ground, and it looks as if they would go through.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from The Canadian Grocer of April 14, 1893:—

"Robert Davies, a grocer, 54 Homewood Avenue, Toronto, was driving along Yonge Street, Thursday, when a trolley struck his wagon, separating it from the horse and breaking one wheel and the front axle. Mr. Davies was thrown out and the horse fell and rolled over his body. He escaped with nothing worse than several severe bruises."

Editor's Note.—Although the above was written 20 years ago, Mr. Davies, with his son is still in business on Homewood Ave., Toronto, at the same address.

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"A long standing grievance with the merchants of Montreal has been the non-uniformity of appraisement of imports at the various ports of entry in the Dominion, the result of which was to discriminate against Montreal in the interpretation of the tariff items at competitive points. Numerous specific instances of irregularities in the application of the duty have transpired, going to show laxity at other points which gave merchants at such places a decided advantage over their fellows in Montreal in the competition for the distribution business of the country. Consequently, it was natural to expect a large gathering the other day at the big port for the purpose of conferring with Comptroller Wallace regarding the matter. W. W. Ogilvie, President of the Board of Trade, occupied the chair, and among those present were: Jas. A. Cantlie, Thos. J. Drummond, J. B. McLean, J. D. Rolland, C. R. Smith, D. L. Lockerby, Jas. Williamson, Henry Lyman, Chas. P. Hebert, D. Cameron, John Kerry, J. B. Learmont, Jas. Slessor, J. R. Wilson, J. P. Cleghorn, D. Morrice, Henry Miles, Alex. Ewan, R. S. White, M.P., D. Sinclair, W. Reid, L. J. Bolvin, J. C. Rose, Jonothan Hodgson, L. E. Geoffrion, Alex. Manson, R. R. Stevenson, J. S. Shearer, Walter Paul, D. J. McArthur, S. Davis and others."

Editorial Note.—Among the above men are some familiar Montreal names; but a regrettable feature is that to-day many of the bearers of these names are absent from among us, having, in the interim, passed on to the great beyond.

FLOUR & CEREAL DEPARTMENT

Effect of New Tariff Would Be Slight

Toronto Millers Are of Opinion That Proposed Tariff Will Have no Effect on Their Trade—The Situation in Brief—Bookings For Export Slightly Better Than Week Ago—Shorts and Bran Moving Freely.

Much discussion has taken place since the announcement of President Wilson's new tariff as to how such a bill would effect Canadian flour and cereal markets. Toronto dealers are of the opinion that the change resulting would be so slight as not to have any real effect on local markets.

One dealer explains the situation thus: "We would have to pay 10 per cent. ad valorem. This would relieve the duty about 10 cents per barrel to 50 cents, which is not enough inducement to the Canadian miller to ship across the line. I don't see how it will effect us in the slightest degree."

The following item taken from The Toronto Globe gives the situation in brief, and will leave each reader to form his own opinion:—

"While wheat flour is put on the free list, a duty of ten per cent. is imposed against countries which levy a duty on American flour.

"Wheat imported from Canada under this provision, that was to be used in making export flour, would, therefore, ultimately pay ten cents per bushel tariff, less a refund of all but one per cent. of the ten cents per bushel, making such wheat carry practically no duty.

"Canada now has a tariff on flour of sixty cents a barrel, and France, Germany and practically all of the other Foreign countries have a tariff on the same article. The ten per centum clause against such countries therefore gives American millers a ten per cent. duty against all countries from which they are liable to competition, except from Britain."

Demand for flour during past week has shown some slight increase, and market appears somewhat firmer. With boat and rail freight beginning on April 15, more orders are now being booked for export, but even in this as one broker states, "We could do a lot more yet." Cereals and mill feeds show little change except that demand for latter has been increasing.

MONTREAL.

FLOUR.—Local demand for flour continues good with a goodly number of car orders coming in from outside points. Demand from Ontario is excellent at this writing and volume of business accomplished in Ontario by local millers is greater than that accomplished in Quebec. Demand for export flour shows signs of decreasing owing to price war among American millers which is to the advantage of foreign buyers. Even in face of these unequal odds local firms report a fair amount of business transacted. Prices remain firm with an upward tendency in export prices.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags.......	....	4 90
Manitoba strong bakers, in bags..........	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Trading in rolled oats and cereals is purely a consumptive one as dealers are buying only for daily wants. There is a slight change in prices of rolled oats. This change is marked only in the case of one firm which has been quoting a very high price. This week this price has been made uniform with what other firms are quoting. This is about the only new feature in the market this week.

Exports of rolled oats from Portland and St. John for week were 900 sacks and 7,775 cases as compared with 3,675 sacks and 7,194 cases for corresponding week year ago.

Cereals—		
Rolled oats, in 25 sack lots	....	2 05
Rolled oats in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 38
Granulated oatmeal, in single bag lots. ..	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	....	1 85
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—There is no change in mill feed situation on local market. Demand continues heavy and prices are firm at last week's quotations. Country orders are coming in quite freely and city buyers are keeping up their end.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—During past week there have been some rumors that flour prices may be higher before long. Using this supposition it is stated that some mills have been endeavoring to get extra business, but the practice does not seem to be general. As a rule navigation tends to make prices easier. Wheat has advanced only 2 cents since March 1, which does not appear to justify an advance in flour. Besides most mills are pretty well stocked up with wheat to carry them through to the new crop. As yet no change has taken place. Domestic demand holds good, and bookings for export have been slightly better during past week.

Manitoba Wheat.		
1st patent, in car lots, bags	....	5 40
2nd patents, in car lots, per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	28 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Cereal market is practically without change. Some mills, it is reported, are putting down the price of rolled oats 5 cents. Larger mills, however, are not meeting this, and claim that prices are down to a fair enough level now. Corn has been stiffening slightly on primary market, but as yet has not changed enough to affect the price on cornmeal. Business passing is only fair.

Rolled oats, small lots, 90 lb. sacks	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots.......	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Enquiry for shorts during past week has increased considerably so that now there is more moving than bran. With increased demand there has also been a tendency for shorts to firm up slightly, but as yet no change has been made. Bran is inclined to be scarce, and according to one miller there is only one firm in the city selling by car lots. Business on the whole is good.

Bran, in car lots, per ton	19 00	20 50
Shorts, in car lots, per ton	21 00	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton......	26 00	27 00

* * *

VERY WELCOME VISITOR.

The MacLean Pub. Co.

Dear Sirs:—Enclosed find P.O. Order for $2.00, subscription to Canadian Grocer. The Grocer is a very welcome visitor in our store.

Yours truly,
JOHNSON & CO.

Sharp Advance Expected in Tomatoes

East Florida Crop Wiped Out; West Crop Not Yet Matured—Pineapples Arriving Too Green to Market—Potatoes Drop Five Cents in Toronto and Market Still Weak—Trade Much Brisker Than Week Ago.

Within the next week prices on Florida tomatoes are expected to take very marked advance. As intimated some time ago crops on the East coast were well wiped out with floods. On the West coast crops have not yet come to maturity so that this is now the period between seasons. Tomatoes from Western Florida are expected about May 1, or perhaps a little earlier. Until that time high prices will likely rule.

MONTREAL.

GREEN FRUITS.—Navel oranges have advanced quite sharply on local market. Advance amounted to 50c per box and it is anticipated that another advance of 50c or $1.00 will be made before end of week. London market has advanced and as oranges on that market were too ripe to ship here local market faced a shortage which caused prices to soar. Floridas and Valencias are now selling around $5.00 per box for good quality. Mexican oranges are practically off market here and what few are offered are only bringing $1.25 to $1.75 per box. Bananas are a little easier this week. About thirty cars of different fruits and vegetables were on track here on Monday morning.

Apples—		
Ben Davis XXX.	....	3 00
Spies, first grade, per barrel	5 00	5 50
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 25
Baldwins, No. 1, per bbl.	3 00	3 50
Baldwins, No. 2, per bbl.	2 50	2 75
Fancy imported, box	....	2 00
Bananas, crated	1 75	2 25
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	....	4 00
Oranges, California navels	....	4 50
Oranges, Valencias	4 50	5 00
Oranges, Mexican	1 25	1 75
Oranges, Florida	4 00	5 00
Pears, California, Winter Nellis, box 15 doz.		5 00
Pineapples, Cubans, cases of 24	4 50	5 50

VEGETABLES.—There is a better tone to vegetable markets this week than there has been for some little time. More business is being accomplished and demand for vegetables seems to be keener. Buyers seem to be more optimistic and are buying more liberally. Prices have declined on some lines. Florida tomatoes are expected to advance quite sharply during week owing to a shortage in supply caused by unfavorable weather in South. New cabbage is coming on local market and is selling at $2.50 per crate of 4 to 5 dozen heads. Quality of the new cabbage is very good. Strawberries are cheaper this week, being quoted at 50c per quart. New carrots are selling at $1 per dozen bunches.

Asparagus, California, doz. bunches	....	5 00
Asparagus, Boston, doz. bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 00
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Carrots, new, per doz. bunches	....	1 00
Carrots, bags	0 75	1 00
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Cabbage, new, 4 to 5 doz. crates	....	2 50
Cabbage, bbls, of 3 doz.	....	1 00
Cauliflower, per doz., hothouse	....	4 00
Celery, per crate (3 to 6 doz.)	....	4 00
Cucumbers, per dozen	1 75	2 00
Leeks, per bunch	....	1 25
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 60
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 65	0 67½
Quebec grades, car lots, per bag	0 60	0 62½
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case	....	3 25
Tomatoes, Florida, choice, per case	....	2 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	0 90	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	3 00
Curly lettuce, crates, 4 doz.	2 50	2 75
Strawberries, qt.	....	0 50
New potatoes, 6c lb. or, bbl.	7 50	8 00
Horse radish, lb.	....	0 15
Garlic, bunch	....	0 15
Water cress, per doz. bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	3 00	3 50
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	2 00

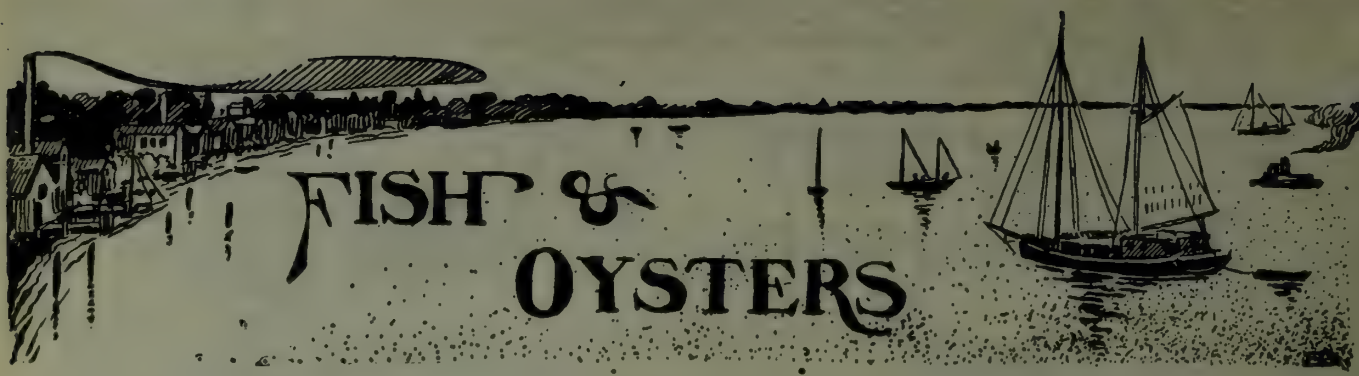
TORONTO.

GREEN FRUITS.—Business during past week has taken on much brisker tone so that now all goods are moving quite freely. Pineapples coming in larger quantities have a tendency to bring down market and this week has marked considerable decline. Grapefruit is tending to advance as season is now drawing to a close and as some difficulty is being experienced in securing desirable sizes. Bitter oranges are practically off market, appearing now in only small quantities.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75	4 25
Grapefruit, Jamaica, all sizes, per case	....	4 00
Lemons, Messina	3 50	4 50
Limes, per box of 100	....	1 50
Oranges, Florida, ordinary case	4 00	4 25
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, California navels, per case	4 25	4 50
Oranges, Valencia, ordinary, 420c. case	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	3 50	4 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, per quart box	0 45	0 55
Strawberries, Louisiana, per pint	0 12½	0 15

VEGETABLES.—During next week prices on tomatoes are likely to advance sharply, perhaps to extent of $1 per case. This is now the period between seasons and for next two or three weeks prices are likely to rule high. With this week Spanish onions are likely to disappear. Egyptians are expected by Friday or Monday next. Prices will likely rule about $3.50 per sack of 112 lbs. As pointed out last week cucumbers are now much easier and are moving freely at present low figures. Deleware potatoes have declined 5 cents and still market looks easier. Continued fine weather is expected to cause even further declines before long.

Beans, wax and green, hamper	....	5 00
Beets per bag	0 60	0 75
Beets, imported, per doz.	...	1 00
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cabbage Charlston, new, crate 5 6 doz.	2 25	2 50
Cauliflower, hamper of 15	2 00	2 25
Cauliflower, hamper of 25	3 25	4 00
Celery, Florida, per case	3 00	3 50
Chicory, doz	....	0 75
Cucumbers, Boston hot house, doz.	....	1 75
Cucumbers, Florida hamper	4 25	4 50
Egg plant per crate of 30 to 45	3 50	4 00
French Indive case of 16 to 17 lbs.	....	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	....	2 50
Canadian onions 75 lb. bag	0 60	0 75
Onions green imported, per doz.	...	0 15
Peppers green, basket	0 50	0 60
Peppers green hamper of 6 boxes	2 50	3 00
Parsley large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Potatoes, Ontario per bag	0 75	0 85
Potatoes, New Brunswick per bag	0 95	1 00
Potatoes new Bermuda hamper	....	3 00
Potatoes new Bermuda, barrel	....	8 50
Radishes hamper	1 50	2 00
Rhubarb according to size, doz. bunches	0 85	1 00
Spinach per bbl	2 25	2 50
Spinach per hamper	0 75	1 00
Turnips per bag	....	0 30
Tomatoes hothouse, per lb.	....	0 30
Tomatoes, Florida, case	3 00	3 25
Sweet potatoes 50 lb. hamper	1 75	2 00
Water cress per doz. bunches	....	0 25



Fresh Caught Fish Big Feature on Market

Stocks Beginning to Arrive Fairly Freely—All Lines Expected in Course of Week or Ten Days—Frozen and Prepared Lines Quiet—Lobster Catches on Eastern Coast Poor—Good Business Passing—Proposed Change to U.S. Tariff Has Fish on Free List.

Fresh fish are now beginning to make a big feature on all markets and to great extent are taking place of frozen and all other lines. Demand too has been fairly heavy so that satisfactory trade has been passing on most markets.

Bad weather on Eastern coast has greatly interfered with fishing operations, causing catches during past week to be exceptionally light. This is true more particularly of lobsters, but even in these conditions are now beginning to right themselves again.

River and lake fish though appearing only in small quantities as yet, are expected freely in another week. There is still a considerable amount of ice floating around in the lakes which prevents fishermen from getting their nets down. Dealers are looking forward to brisk business in couple of weeks.

Oyster season is practically over. Stocks are now being rushed in by express and arrive in splendid condition, but after this week it is expected that demand will be practically nil. With warmer weather there is little call for hot oyster soups, etc.

If fish is placed on free list going into the U.S. this will tend to firm Canadian prices.

MONTREAL.

FISH.—Few sea fish are coming to local market. This has had tendency to keep prices firm even though the demand has been quiet. A few cars of halibut arrived this week from Pacific Coast. These consignments met with a ready sale and commanded good prices. Strike of the fishermen on the Pacific Coast has been compromised with result that vessel owners will pay a higher wage. This increase in cost of labor has resulted in an increase in price of fish from the West of ½c to 1c per pound. It is interesting to note that while the express rate on general merchandise from the Pacific Coast to Montreal is $14.25 the rate of small shipments of fish is only $7 per hundred pounds. Car lots of fish come through for the extremely low rate of $4 per cwt. Thus the heavier the demand the cheaper the fish can be sold.

River fish, such as carp, perch, pike, pickerel, etc., are arriving quite freely and price of these is lower with tendency to further reductions owing to fact that fishing will soon start on local waters.

A few frozen fish are being sold as weather has been favorable, but trading in salt and prepared fish is almost nil. Smoked haddies are selling fairly well for season, but each week shows a falling off in quantity sold. Sale of oysters and shell fish is slow. Prices are firm.

FROZEN FISH.

Herring, per 100 fish medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	....	0 15
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	....	0 10

FRESH FISH.

Black Sea bass, per lb.		....
Bluefish, fancy, per lb.		0 15
Barbotte (dressed), bullheads, per lb.		0 09
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak cod, per lb.		0 07
Tom cod, new, per bbl.	....	1 25
Founders, per lb.	....	0 04
Haddock, fresh, per lb., by express	....	0 06
Halibut, fresh, per lb.	....	0 14
Herring, lake, per 100 lbs.	....	2 00
Mullet, per lb.	....	0 08
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb	0 10½
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	6 00	5 00
Labrador herring, per half bbl.	2 80	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 25
Holland herring, bbl.	....	10 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 [illegible]
Haddies, extra fancy, per lb.	....	0 11
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 111
Herring, new, smoked, per box	....	0 13
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10
Clams, per bbls.	....	6 50
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawnes, per gal.	....	2 00

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal		1 90
Bulk standards, gal., $1.40; selects		1 60
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	3 50
Boiled lobsters, per lb.	....	0 35

TORONTO.

FISH.—Business in fish during last week was quite heavy and this week has started off to good advantage. A car of fresh caught halibut arrived on market on Monday and moved out fast. All fish now on sale are arriving in large quantities and good live business is passing for season. Frozen lines are pretty well cleaned up and are now expected to last only about another 10 days. A number of fresh caught lines have appearing, perch, whitefish, and suckers. It is expected that during the next week or ten days all fresh caught lines will appear.

FROZEN FISH.

Qualla salmon, per lb.	0 08	0 09
Halibut, per lb.	....	0 12
Pickerel, per lb.	....	0 [illegible]
Restiguse salmon, per lb.	....	0 20
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Cohoe salmon, per lb.	....	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 08
Halibut, per lb.	....	0 14
Herring, per lb.	....	0 08
Live lobsters, per lb.	....	0 50
Perch, per lb.	....	0 06
Roe shad, each	....	1 50
Steak cod	....	0 10
Suckers, per lb.	....	0 05
Whitefish, per lb.	....	0 22

SMOKED.

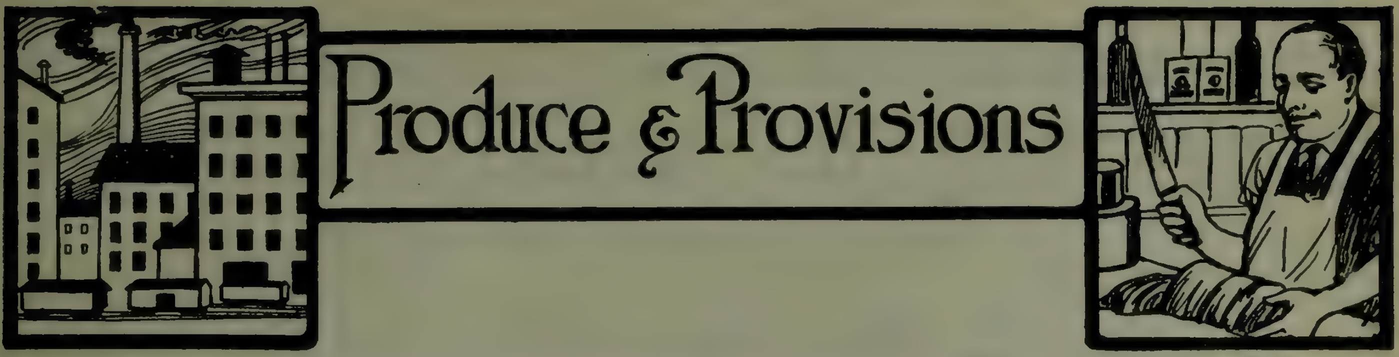
Ciscoes, per basket	....	1 00
Ciscoes, per box of 15 lbs.	....	1 50
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 12

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish herring, Loch Fyne, per kit	....	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 75
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 18



Produce & Provisions

Provisions Advance Sharply in Montreal

Some Toronto Firms Also Put Price Up Half Cent—New Tariff Bill Introduced By Democrats in U. S. Expected to Affect Canadian Markets—Butter Firm, But Without Change —Eggs Again Easier.

With continued light receipts of hogs, provisions are notably holding firm, but show marked tendency towards an advance. In Montreal during past week practically all prices have moved up, and, while no general change has been made in Toronto, still several firms have advanced hams, backs and bacons all ½ cent. Market is decidedly firmer, but some dealers are of opinion that present high prices will not be advanced much further.

Since announcement of President Wilson's policy much talk has taken place with regard to what will happen in the Canadian produce and provision markets. With all meats, swine, milk and cream entering the States free of duty and reduction being made on cattle and eggs, there will undoubtedly be a larger market opened up for the Canadian farmer. It would appear that this will tend to make prices firmer here than they otherwise would be on all such articles, and on articles directly connected with these, such as butter and cheese. Dealers are anxiously awaiting further developments to see definitely just what they are going to get out of it.

Butter market holds firm, but with practically no change. New makes are coming in fairly freely, and show an increase over corresponding season of year ago; but owing to stocks of storage being so far reduced, demand is keeping markets pretty well cleaned up. Buyers are running along on hand-to-mouth basis, not caring to stock up for fear of change in market.

The Trade Bulletin this week states: "It would not be surprising to see a still firmer market for finest qualities, as the receipts are below those of last year at this time, although the stocks in store here on the first of the month were three times more than on the same date last year."

In Toronto dealers are of the opinion that no further advance will be made in prices, and that next move will be downward. The situation appears to be rather a puzzling one, and time will have to solve it.

Following table shows receipts of butter, eggs and cheese on the Montreal market, with comparisons:

	Butter, pkgs.	Cheese, pkgs.	Eggs, cases.
For week ending March 29, 1913	650	340	5,655
For week ending March 30, 1912.	4,928	310	9,130
For week ending April 5, 1913..	1,042	42	12,908
For week ending April 6, 1912..	2,450	226	7,186

MONTREAL.

PROVISIONS.—Prices of provisions have again advanced on local market. Hams and bacon have advanced rather sharply, but advance has curtailed consumption to some extent, as demand has fallen off a little. Lard, both pure and compound, has advanced. The demand continues heavy even at new level. It is not expected that lard will change again for some time to come. Canned meats are beginning to move and orders for the summer are being booked now. Live hogs have advanced to $10.40 to $10.50 per hundred. Dressed hogs are still selling at $15 per cwt.

Long clear bacon, 50-70, per lb.		0 15½
Hams—		
Extra large sizes, 28 to 40 lbs., per lb.	....	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 17
Medium sizes, 15 to 19 lbs., per lb.	0 19	0 19½
Extra small sizes, 10 to 14 lbs., lb.	....	0 19½
Bone out, rolled, large, 16 to 25 lbs., lb	....	0 18
Bone out, rolled, small, 9 to 12 lbs., lb.	....	0 21
Breakfast bacon, boneless, lb.	0 20	0 22
Windsor bacon, skinned, backs, lb.	0 22	0 23
Windsor bacon, backs, boneless	0 24	0 25
Spiced roll bacon, boneless, short, lb.	....	0 16½
Picnic hams, 6 to 12 lbs.	....	0 15½
Ham, cooked, per pound	....	0 28
Wiltshire bacon (50 lb. sides)	....	0 18
Cottage rolls, small, about 4 lbs.	....	0 18
Hogs, live, per cwt.	10 40	10 50
Hogs, dressed, per cwt.	....	15 00
Pure Lard—		
Boxes, 50 lbs. net, per lb.	0 15½	0 15¾
Cases, tins, each, 10 lbs., per lb.	....	0 16¼
Cases, tins, each 5 lbs., per lb.	....	0 16½
Cases, tins, each 3 lbs., per lb.	....	0 16½
Pails, wood, 20 lbs. net, per lb.	0 16	0 15¾
Tubs, 50 lbs. net, per lb.	....	0 15⅞
Tierces, 375 lbs., per lb.	....	0 15½
One pound bricks	0 16¾	0 17
Compound Lard—		
Boxes, 50 lbs., per lb.		0 09¾
Cases, 10-lb. tins, 60 lbs. to case, lb.	0 10¼	0 10¾
Cases, 5-lb. tins, 60 lbs. to case, lb.	0 10½	0 11
Cases, 3-lb. tins, 60 lbs. to case, lb..	0 10½	0 11
Pails, wood, 20 lbs. net, lb.	0 10	0 10½
Pails, tin, 20 lbs. gross, lb.	0 09½	0 09¾
Tubs, 50 lbs. net, lb.	0 09⅞	0 10⅛
Tierces, 375 lbs., per lb.	0 09½	0 09¾
One pound bricks, 60 lbs. to case....	0 11¼	0 12
Pork—		
Heavy Canada short cut mess, bbl., 35-45 pieces		28 50
Canada short cut back pork, bbl., 45-55 pieces..		28 00
Heavy short cut clear pork, bbl.		27 50
Clear fat backs		28 50
Heavy flank pork, bbl.		28 00
Dry Salt Meats—		
Green bacon, flanks, lb.		0 15½
Plate beef, barrel 100 lbs.		10 00
Cooked Meats—		
Jellied tongue, 10 lb. open tins, per lb.		0 28
Headcheese, per lb.		0 10
English brawn, per lb.		0 12½
Jellied hock, 6 lb. tins, per tin		0 75
Cooked pickled pigs feet (in vinegar, kits 25 lb. per lb.		0 07
Tripe, in kits of 25 lbs., per lb.		0 06

BUTTER.—Demand for butter continues good with prices at same level as quoted for last few weeks. Stocks of storage butter are getting low and in some cases it is stated that supply will only last a couple of weeks longer at the present demand. Receipts of butter show an increase over the receipts of last week of 392 packages. This is an encouraging feature of the market.

Creamery blocks, Sept. and Oct. make...	....	0 32½
Dairy tubs, lb.	0 26	0 28
Creamery, winter made	0 30	0 30½
New Zealand	0 32	0 33

EGGS.—Heavy receipts of eggs this week forced price down to 23c per dozen. Receipts for the week totalled 12,908 cases, which is an increase of 7,253 cases over preceding week, and 5,622 cases more than for same week of a year ago. Demand for eggs is quite heavy but price is weak and liable to decline sharply during coming weeks. If roads were in better condition so that the farmers could market their eggs it is likely that price would be several cents lower than to-day's quotation.

New laid eggs, per doz.	....	0 23

CHEESE.—There is nothing new to report in cheese situation this week. Prices remain steady at last week's quotations. Demand is fair and quite a nice volume of business is being accomplished.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15¾
½ Twin	....	0 15
Stilton	....	0 18

POULTRY.—Supply of poultry is just sufficient to take care of demand. Prices remain very firm at last week's quotations.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24

HONEY.—Very little honey is moving at this season of year as maple products are to the fore just now. Prices remain same.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—Provisions this week hold firm with good demand. Stocks are light, only few hogs being offered, During past week offerings have been even lighter than usual owing to bad roads rendering farmers unable to get to market.

Prices if anything are firmer. Some firms have advanced hams, backs, and bacons half a cent, light hams now being quoted at 19 cents, but this does not appear to be general.

Considerable discussion is being carried on as to what effect Wilson's new policy is going to have on provision market. With both meats and swine, also salt, being admitted free into the States, the chances, according to local dealers, are that prices will be firmer than what they would otherwise be.

Smoked Meats—		
Light hams, per lb.	....	0 18½
Medium hams, per lb.	....	0 18
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 23
Backs, boneless, per lb.	0 24	0 25
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15½	0 16
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
Lard, tierces, per lb.	....	0 14¼
Lard, tubs, per lb.	....	0 14¾
Lard, pails, per lb.	....	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	9 50	9 65
Live hogs at country points	9 15	9 40
Dressed hogs	....	14 00

BUTTER.—Butter market shows no change. Apparently it is standing still at the top of the peak. Buyers are working altogether on a hand to mouth basis. Cold storage is scarce, and although new makes are on the increase, still there is barely enough to keep going. Make this spring has been heavier than a year ago, but owing to reduction in storage stocks no supplies have been laid aside as yet. Prices continue steady, but that is about all.

Dealers locally are of the opinion that if Wilson's policy works out prices on butter here will be much higher, owing to milk and cream being admitted free into the States. A larger market will be opened up to the Canadian farmer, and thus tend to advance prices.

	Per lb.	
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmers' separator butter	0 27	0 30
Dairy prints, choice	0 26	0 27
Dairy solids	0 20	0 22

EGGS.—Egg market continues weak. One dealer sold 20 cases on Monday at 20 cents straight. Buyers are paying 17 to 18 cents in the country and are likely to offer less before very long. New laids are coming in quite freely, placing whole market in weak condition.

Eggs—		
Strictly new laid, per doz.	0 20	0 21

CHEESE.—Cheese market is without a change. As yet not much of new make has appeared on the market and as there is still enough of the old to meet the demand the new is cutting no great figure. Quality of the new make is said to be good, and even superior to that of last year. This is credited to greater abundance of feed throughout the country. Trade is only fair.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Demand continues good, but supplies are still on scarce side in fresh killed birds. Live fowl are moving fairly freely; demand this week being slightly on the increase.

Chicks, milk fed, lb.	0 22	0 23
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 14	0 16
Turkeys, dressed	0 23	0 25

HONEY.—Market is entirely without feature, only a nominal business being done.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	0 12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

Want Elimination of Bad Egg Business

Wholesale Dealers at Conference Pass Far-Reaching Resolution —Demand an "Egg Marks Act" Along Same Line as That in Regard to Fruit—Government Officials Present.

Toronto, Apr. 9—That legislation should be passed which would prevent the selling of stale and rotten eggs in the markets of the province was the opinion of the egg dealers of Ontario, who met last week in the Board of Trade building and considered the best means whereby the people and merchants could be protected against the purchase of these products when unfitted for use. On special invitation the officials of the Provincial and Dominion Governments were also present. The advisability of adopting a new system whereby due discrimination could be made, according to the quality of the product, was also considered, and the following resolutions passed:—

"Resolved, that it is the consensus of opinion of those assembled in this meeting that that which the Canadian egg trade needs most at the present time is the passage of an Egg Marks Act along similar lines to the Fruit Marks Act.

"This to deal with the forbidding of the buying, selling or trading in rotten eggs and any other legislation and penalties thought advisable to promote the best interests of all concerned.

"Resolved that these egg dealers assembled here unanimously approve of changing the present system of buying eggs to strictly one of buying on quality basis, after June 1st, 1913, and further approve of not paying for any rotten eggs in our receipts after that date, as it is unlawful."

By the passing of an "Egg Marks Act" the meeting hoped to eliminate the present system which prevails, and which means that when bad eggs are found in the cases there is no recourse for the dealer to take. This system is known as the "case count," and has prevailed for some years. It provides for no discrimination whatever. A flat rate is quoted, stale and bad eggs command just as large a price as the highest grade. In such an arrangement the producer receives no encouragement to market an article of high quality. Moreover, it was pointed out country store-keepers receive no premium even when particular care is taken to place their shipments upon the final market in the best possible condition. As a matter of fact, the "case count" or flat rate system is equivalent to placing a premium on careless and dilatory methods in the production and care of this product.

Representing the Government were Prof. W. R. Graham and F. N. Marcellus, of the Provincial Department of Agriculture, and W. A. Brown and J. H. Hare, of the live stock branch of the Federal Department of Agriculture. The efficacy and the imperative need of a system of payment based upon quality was set forth by these speakers. Their proposal was followed by continued and animated discussion, but through it all it was clear that the majority of the meeting was heartily in sympathy with this or any other measure that would enable the producers and handlers of this product to curtail, or if possible entirely eliminate, the enormous and needless loss due to the marketing of bad and deteriorated eggs.

It was further pointed out by certain members present that it would certainly be unwise not to take advantage of the experience gained by a number of the States of the American Union, notably Kansas and Michigan. What was proposed at the meeting had already been worked out in a practical way in these States, with the result of very greatly conserving this valuable product by eliminating needless loss and thus making the poultry enterprises more remunerative for the producer and the price of the product cheaper and its quality more dependable for the consumer.

The following firms were represented at the meeting: Wm. Davies Company, Swift Canadian Company, Gunns, Ltd., W. Laing, J. J. Fee, Rutherford, Marshall Company, Wm. Ryan, W. T. McDonnell, J. A. McLean, Willard & Co., all of Toronto; J. Duff & Sons, Hamilton; Lemon Bros., McDougall & Evans, Owen Sound; Silverwood, Ltd., Mann & Laurie, London; J. D. Moore & Co., St. Mary's; J. E. Weston, Tillsonburg; Woodstock Produce Co., Woodstock; Moore, Galt; Whyte Packing Co., Stratford; Brantford Cold Storage Co., Brantford.

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HAMILTON

Established 1854.

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..	$2 00
½-lb. tins, 3 doz. in case..	1 25
¼-lb. tins, 4 doz. in case ..	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack ....$	2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—

Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—

Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90

Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 ds	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz....	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ...	4 50

Cleaning Time

Specials—How is Your Stock?

PEARLINE

Everybody knows this line—if you will feature it for the next few weeks it will prove to be a valuable addition to your sales. There is only one "Pearline" the name being the registered trade mark of James Pyle & Sons, New York.

BROWN'S ENGLISH FURNITURE POLISH

They are very particular about shining up furniture in the Old Country. In Brown's furniture polish your trade will find a polish that cannot be excelled, and will not injure the finest mahogany, etc. If you once sell Brown's polish to a customer, that one bottle will sell many more for you, as the ladies who use Brown's once, generally tell their friends about it.

PARSON'S HOUSEHOLD AMMONIA

Is a "cloudy" ammonia. It is the only ammonia that won't injure the skin, colors, or fabrics. It costs more than other lines, but is well worth the difference. Most people like to use it in the bath.

Rose & Laflamme
Limited
Montreal - Toronto

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffees.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.
Terms—Net 30 days prepaid.

BRANSON'S SHEREEF COFFEE.

AGENT: F. COWARD.
402 Spadina Avenue, Toronto.

Small size .....$1.50 per doz., net
Large size .....$3.00 per doz., net

In 3 dozen free cases. Freight paid on ½ gross order.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

MacLaren's Imperial— Ontario Prices	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.	
Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats. 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES. BASSIN DE VICHY WATERS.

La Capitale. 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s.	7 50
Claret, pts., Crown, 50s.	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.	
Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. Bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10⅞
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case).	5.50	5.35
7 lb. tin (½ dz case).	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case).	4.80	4.65
7 lb. tin (½ dz case).	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large. cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 50
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

GERMAN-QUALITY-SAUSAGE
J. M. SCHNEIDER & SONS LIMITED
BERLIN, ONT.

Pure, Fresh Pork Sausage

Ring Bologna	Smoked Pork Sausage
Frankforts	Head Cheese
Summer Sausage	Blood Sausage
Ham Sausage	Liver Sausage

Write for a trial order

J. M. Schneider & Sons Limited.
HIGH GRADE GERMAN SAUSAGE
PORK PACKERS
BERLIN, - - - ONTARIO

TOMATOES, CELERY, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

WATCH

for Tracuzzi's new brand of

FANCY LEMONS
"Queen City"

Here in a few days. Order ahead from your jobber, or write me.

J. J. McCABE
Agent
Toronto, - Canada

WORLD RENOWNED
C. F. St. & Co.
BRAND STUHR.

STUHR'S

GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

---

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

When writing advertisers kindly mention having seen the advertisement in this paper.

SEEDS

Present Prices f.o.b. Toronto

	Per 100 lbs.
No. 1 Government Standard.	
Red Clover	$25.00
Mammoth Clover	24.50
Alsyke Clover	26.00
*Alfalfa Clover	16.00
xAlfalfa Clover	15.00
Timothy	5.50
No. 2 Government Standard.	
Red Clover	$22.00
Mammoth Clover	22.50
Alsyke Clover	24.00
zTimothy	4.75
No. 3 Government Standard.	
Red Clover	$19.00
Mammoth Clover	20.00
Alsyke Clover	20.00
Timothy	4.00
Dutch Sets	**10.50**
Shallots	**5.00**

*Gold, x, Silver, z Pine Tree.

Geo. Keith & Sons
Phone Main 163
Toronto -:- Ontario
Seedmerchants since 1866

To The Retail Grocers Of Ontario

We extend a hearty invitation to visit us while attending the Grocers' Convention in Toronto

Direct Importers of Fruits and Vegetables from all the world

WHITE & CO., LIMITED

Front and Church Sts., TORONTO

HEADQUARTERS

—For—

California Naval Oranges,
Florida Pineapple Oranges,
Florida Tomatoes and Celery,
Bananas and Grape-Fruit,
Messina Lemons.

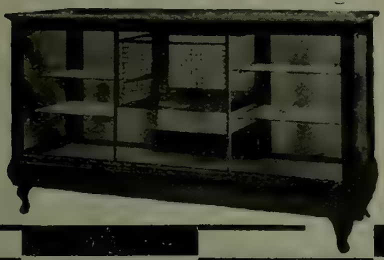
Pineapples, Strawberries, Asparagus.
All varieties of Green Vegetables.

THE HOUSE OF QUALITY.

HUGH WALKER & SON

Established 1861

GUELPH and NORTH BAY



Silent Salesman Arctic Refrigerator

Goods that you did not think possible to display can be given great prominence, and thereby increase your sales, by using one of our Silent Salesmen. These are fitted with sanitary and rust proof fittings throughout. These cases will pay for themselves in a short while.

Send for 1913 Catalog

Agents

Regina, Sask. - - J. UPRICHARD
Quebec and Maritime Provinces WOLF, SAYER & HELLER Montreal

JOHN HILLOCK & CO., LIMITED

TORONTO, ONTARIO

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

The American Computing Co. of Canada

Hamilton, .:. .:. Canada

Every Pound of Anchor Brand Flour

Is Essentially Good

and to make it so it is indispensable that all departments involved in modern Mills be absolutely and strictly keyed up to the top-notch, high-grade development. Wheat must be well selected to yield "quality" and the machinery in perfect condition to secure "uniformity" at all times.

Anybody can make good flour, but it requires experience and technical knowledge to uphold this feature incessantly against all odds. Our Millers have made Anchor Brand Flour during 25 years and nothing else—it is second nature to them to make it good.

3 lb. free samples given for tests.

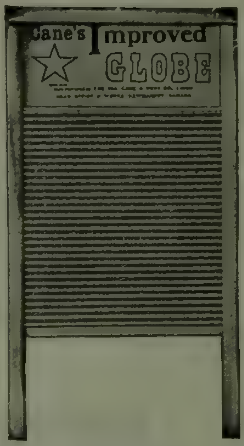
Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

THE QUALITY OF CANE'S WASHBOARDS

MAKES THEM QUICK SELLERS AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford. Customers can tell at a glance that Cane's Wash Boards are superior to others.

Your jobber has them in all styles and grades.

Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, -:- ONTARIO

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

Certainly You Have

seen our cartoon advertisements emphasizing 2 in 1 Shoe Polish to the consumer. If you are not already in on this you should be. 2 in 1 will polish wet or oily boots and will not soil clothes.

The F. F. DALLEY CO.

LIMITED

Hamilton, Canada Buffalo, U.S.A.

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Ontario and Quebec
W. G. PATRICK & CO., Ltd., York Street, TORONTO
Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

MATCHLESS
LIQUID GLOSS

A Ready Seller

wherever a good polish can be used.

Makes dusting easy because it collects the dust instead of scattering it.

Tell your customers to try Matchless Liquid Gloss on linoleums and oil-cloths, too. It removes dirt and grease and brings back the original brightness.

Put up in attractive lithographed tins, half-pint to five gallons; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax.

St. George Evaporated Milk, 4 doz. in case	$3.50
Princess Condensed Milk, 4 doz. in case	$4.20
Banner Condensed Milk, 4 doz. in case	$5.00

J. Malcolm & Son, St. George, Ont.

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST
Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

QUEEN SQUARE FRUIT JARS

are the biggest selling Lightning Style Jars in the United States and Canada. This practical shaped jar has been tried and tested by thousands of housewives and has always been found tight and true. You will please your customers and rake in a good profit—the fame of these jars will spread at once, and a big trade will come your way. Insist on the genuine. Beware of imitations. There is only one "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

A Better Knowledge of
SNAP

will mean bigger sales, and more sales mean more profit.

SNAP HAND CLEANER

leads, being antiseptic and non-injurious to the most delicate skin.

Snap Used in the Bath

is an ideal refresher! Imparts that cleanly feeling which no soap can produce.

LEAVES THE SKIN SMOOTH AND SOFT.

SNAP COMPANY, Limited
MONTREAL, QUEBEC

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO

The Habit Grows Meadow Cream Sodas

Start the habit of handling our Meadow Cream and watch it grow and your profits increase.

The
W. J. Crothers Co., Ltd.
Kingston

Grocers! Attention!

Have You Ever
Featured Our

SOAPS?

	Per case.
Wonderful Soap (100 cakes) . . .	4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes)	2.30
Crystal Soap Chips (100 pkg.) . . .	3.75

Freight Paid 5 Case Lots.

	per lb.
Crystal Soap Chips (200 lb. bbl.)	5½c.

Freight Paid.

Yours for Quality.

GUELPH SOAP CO.
GUELPH, - - ONTARIO

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is (the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

Sardines with the real sea flavor

"KING OSCAR"

KING OSCAR BRAND SARDINES
THE SARDINE THAT MADE STAVANGER FAMOUS

By Special Royal Permission

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil, it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

---

THE ELGIN National Coffee Mill

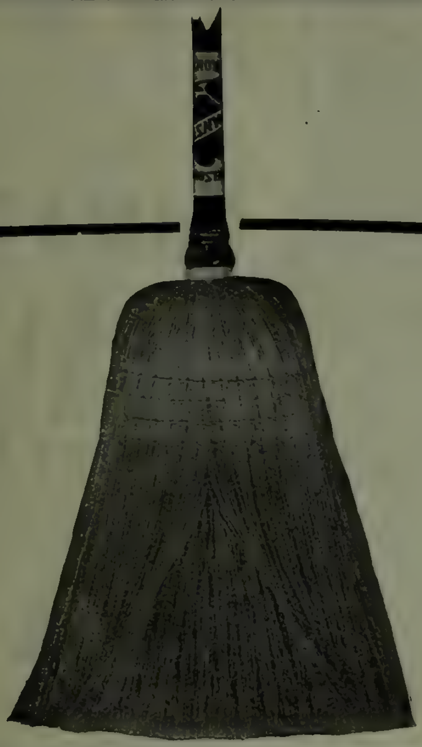
The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is very reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



Corn Brooms Of Excellence

THE PANSY BRAND

In this Broom there is nothing but the finest Brush. Soft and pliable, and everything is done in the workmanship to give you the best that can be had.

The "Pansy" Broom will outwear any three Brooms on the market. It is the cheapest Broom you can handle.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

BRUNSWICK BRAND FINNAN HADDIES

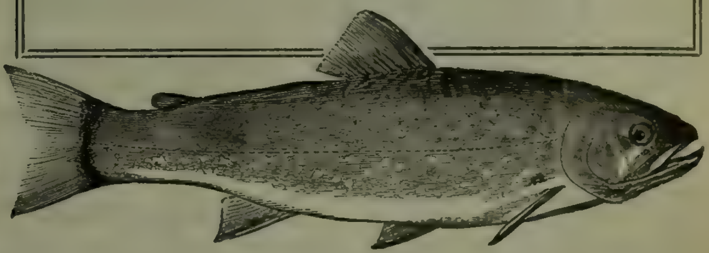
Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED
Black's Harbor, N.B.

AGENTS:—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahearn, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.

Time and Time Again

It has been proven that Rowat's Pickles will produce a decidedly friendly business connection between the dealer and his customer

ROWAT'S PICKLES

—AND—

PATERSON'S SAUCE

are two lines that have high quality and exquisite flavor—they get the family trade.

Rowat & Co.

GLASGOW, - SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS
SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax, - N.S.

If You Only Knew What You Are Missing By Not Stocking

PARIS PATE SANDWICH

The newest delicacy, and the most successful seller on the Canadian market, you would not let your shelves and window displays be without

THIS NEAT TIN

The Purest of Meats and Spices

alone go into this delicious preparation. Excellent for spreading on the kiddie's bread for lunch at school. Equally delightful at every meal in the home.

Write to-day for Special Offer.

La Société Francaise de Spécialités Alimentaires

MONTREAL

AGENTS:

Tees & Persse, Limited, Winnipeg.
A. L. Martin, Port Arthur.
F. E. Robson & Co., Toronto.
Fenwick & Hendry, Kingston and District.
F. E. Roberge, Ottawa.
Buchanan & Ahern, Quebec.
G. W. Gorham, Halifax, N.S.

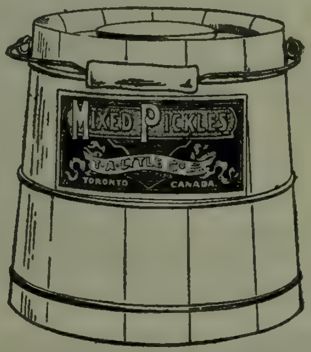
MIXED PICKLES

A Pail of

STERLING BRAND

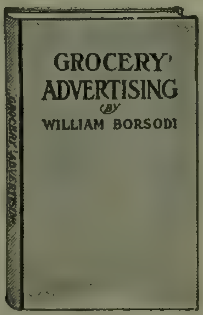
Mixed pickles invitingly displayed will appeal to your women customers. Try it and see. They satisfy.

THE
T. A. LYTLE & CO.
Limited
Sterling Road, Toronto



Grocery Advertising has made Fortunes

for the retailer who has used the ads. published in this remarkable book. They are not clever nonsensical ads; nor are they fanciful freaks. The selling phrases and descriptive advertising matter in this book cover every article sold by the grocer in practical, profit-pulling language.



The book is divided into departments, making it a simple matter to prepare a good ad.

Grocery Advertising is a book you have been looking for—it gives you the fruits of nineteen years' practical advertising.

PRICE POSTPAID $2.00

TECHNICAL BOOK DEPARTMENT
MacLean Pub. Co., 143-149 University Ave., Toronto

The Dealer Who Can Supply and Who Pushes

Brodie's British Plate Powder
Brodie's Furniture Polish
Brodie's Cloudy Ammonia

not only increases his prestige but he is selling his patrons the three best lines of Polishers and Cleaners. **They do the work.** Get these lines at once.

Write

A. W. Hugman, Limited
MONTREAL

DEMONSTRATE SOCLEAN *in your store*

Order a barrel of "Soclean" and sweep your store every day with it. You will soon see the wonderful difference there is, not only the cleanliness of your floor, but also in the dusting of your stock.

Cleanliness is the keynote of success in the Grocery business. The best class of trade is drawn to the grocer who keeps his store clean, fresh and free from dust. The easiest, quickest and most economical way is the free use of SOCLEAN, the dustless sweeping compound. Your customers will notice the difference.

SOCLEAN LIMITED
"The Originators of Dustless Sweeping"
TORONTO

Agents for Western Canada: J. J. GILMOR & CO., Winnipeg. Agents for Montreal: HEDLEY M. SUCKLING & CO. Agents for Ottawa: W. R. BARNARD & CO.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it thathe must spend money — lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

MILLMAN
GROCER
THERE IS A DIFFERENCE.
RICHARDS QUICK NAPTHA SOAP IS DIFFERENT FROM OTHER MAKES IT IS MADE TO DO THINGS WHICH OTHER SOAPS WILL NOT DO - TO LATHER FREELY IN ANY KIND OF WATER. HARD AS WELL AS SOFT TO WORK BEST IN COLD LUKEWARM WATER TO LOOSEN DIRT WITHOUT HARD RUBBING TROUBLESOME BOILING IN A STEAM DRIPPING KITCHEN TRY IT
Sweetens the Water
Removes Grease
QUICK NAPTHA
QUICK NAPTHA

26½%
PROFIT FOR YOU

Date 1913

....

Wholesale Grocers.

....

Gentlemen:

Send us, FREE OF CHARGE, Twenty (5c.) Bars of Quick-Naptha Soap, one large Window Display, including colored paper, Special Signs and Display Cartons, and 50 Premium lists (with our name and address).

In consideration of these Free Goods you may ship us from Woodstock, Freight prepaid, the following assortment of Soaps:—

5 cases		
......Richards Quick-Naptha Soap. ......Richards Pure Soap. ......Snow Flake Chips (100 pkg.)	at $4.15	$20.75
20 Bars Quick-Naptha, Free (mentioned above.)		.00
	Total	$20.75

Yours truly,

Name ....

Adress ....

MR. DEALER. FILL OUT THE ABOVE AND MAIL TO YOUR WHOLESALER *TO-DAY*. THIS IS AN EXCEPTIONAL OFFER FOR AN *EXCEPTIONAL* SOAP.

The RICHARDS PURE SOAP CO., Limited - Woodstock, Ontario

Hundreds of Successful Business Men——

read the **Facts, Statistics, Forecasts,** etc., published each week in

The Financial Post

Are you watching the **Money Market** and **General Business Conditions?**

Are you interested in **Real Estate, Bonds** or **Stocks?**

If you are you will appreciate the Post.

The service of the Post's **Investor's Information Bureau** is free to subscribers. Questions regarding financial matters are answered by special letter.

Write for Sample Copy.	Published Saturdays.	$3.00 per annum.

The Financial Post
OF CANADA

"The Canadian Newspaper for Investors"

TORONTO - - - - - CANADA

Offices---Montreal, Toronto, Winnipeg, Regina, Vancouver, London, Eng., Chicago, New York.

ASK FOR
DAPHNE
BRAND
SEEDED RAISINS

Your Customers like them

PACKED BY
GUGGENHIME & CO.,
SAN FRANCISCO

AGENTS
ROSE & LAFLAMME, Limited
MONTREAL

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATION WANTED.

GLASS AND CHINA SALESMAN, MANAGER, buyer, 17 years' experience, desires position as manager, buyer, retail or traveller wholesale. Good references. Apply A. J. F., care of Canadian Grocer, Toronto.

SITUATION WANTED IN WHOLESALE grocery or importing house in Toronto, Winnipeg or Regina. Have had 5 year's experience (3 years in Germany, and 2 in London, Eng., Colonial Produce Importing and Exporting). German, age 21. First-class references. Apply box 473, Canadian Grocer, Toronto.

REPRESENTATIVES WANTED

THE MAKERS OF THE HIGHEST GRADE Jams, Jellies, Marmalades and Catsup want to arrange for representation in Montreal and Quebec. Also would like to arrange with traveller covering Georgetown, Collingwood, Gravenhurst, etc. Apply GLASSCO, LIMITED, Oakville, Ontario.

FISH TRADE—A. & M. SMITH, LTD., ABerdeen, Scotland, producers and shippers of fish require representatives for the sale of Scottish smoked fish shipped in steamers' refrigerators. Applicants please state present Agencies, age, three business references and Commission required.

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concern in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROcery trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

BUSINESS CHANCES

GROCERY FOR SALE IN WESTERN CITY —over 25,000 population, about $3,000 stock on hand. Will sell for 100 cents on dollar invoice price. Will take $1,400 cash payment, balance arranged liberally. Monthly rent $75.00, on long lease. Building 65 x 25 ft. Rooms can be rented in connection. In good growing district of city. J. H. C., Willoughby-Sumner Co., Saskatoon, Sask.

GROCERY FOR SALE IN SASKATCHEWAN city, $1,800, $1,000 cash, balance to suit purchaser. Well located for growing trade; purchaser can put in stationery and meats; 5 living rooms in connection. Total rental $125.00; exceptional offer. J. H. C. Willoughby-Sumner Co., Saskatoon, Sask.

MISCELLANEOUS

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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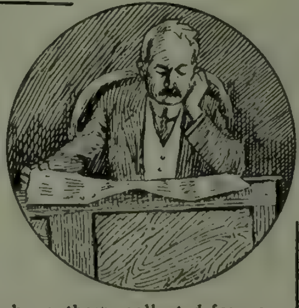

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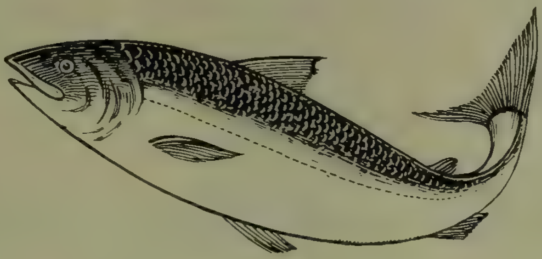

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Established A.D. 1839

FORM A COMBINE WITH SUCCESS AND QUALITY

We offer you the **Goods** of **Quality** which with your co-operation assure **Your Success.**

Your attention to the following lines will mean profits, satisfaction and pleased customers.

CLARNICO XMAS CRACKERS, CLARNICO SANTA CLAUS STOCKINGS for the Fancy Grocery Trade.

YACHT CLUB SALAD DRESSING. A new leader.

IMPORTED CANNED PEAS, "Patrico" Brand.

PEEL, CANDIED AND CRYSTALLISED LEMON, ORANGE AND CITRON in 7 lb. Boxes for Fancy Trade.

MACARONI, Lion Brand. Genuine Italian Manufacture.

CHERRIES IN MARASCHINO: Fougas and Jourdes, French Pack, quart, pint and half pint bottles.

FRENCH OLIVE OIL, La Perle Brand.

SHELLED NUTS, of all kinds.

SARDINES, Crossed Fish Brand, Genuine **NORWEGIAN** Fish, packed in Pure Olive Oil.

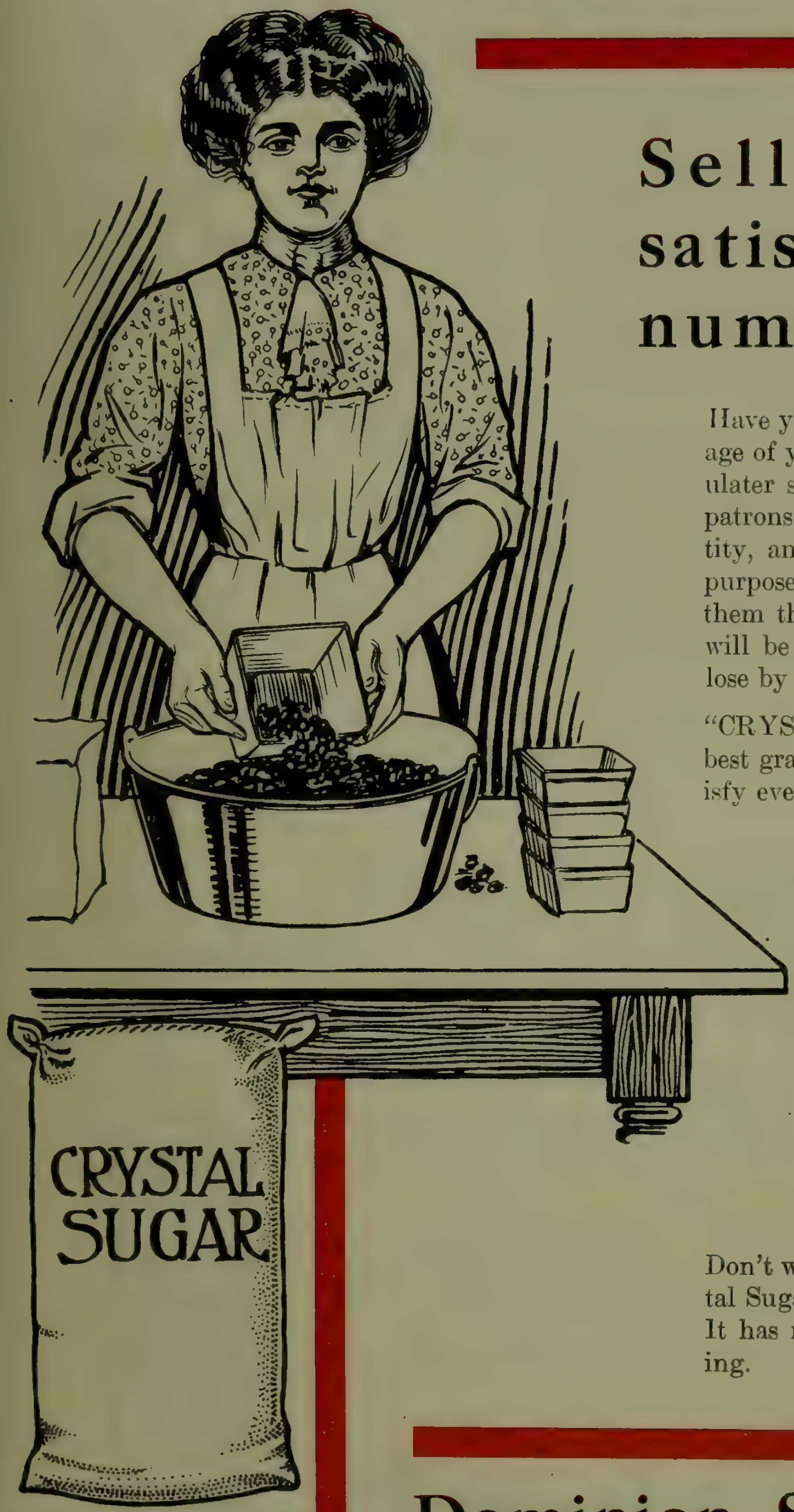
TO INSURE PROMPT DELIVERIES ORDER FOR IMPORT AT ONCE

W. G. PATRICK & CO., LIMITED

IMPORTERS

TORONTO MONTREAL WINNIPEG VANCOUVER

CRYSTAL SUGAR



Sell the best and satisfy the largest number of people

Have you ever stopped to think what percentage of your sales is made up entirely of granulater sugar? Ninety-nine percent. of your patrons buy sugar every week in some quantity, and use it for both table and cooking purposes. This means that if you do not sell them the best, that almost your entire trade will be dissatisfied, and you are certain to lose by it in the end.

"CRYSTAL SUGAR" is undoubtedly the best grade on the market to-day and will satisfy every one of your sugar customers.

Stock Up Now for Preserving Time Will Soon be Here

Now is the time to place the order for your entire summer's supply. Don't wait until the season has opened. Crystal Sugar is the standard of sugar excellence. It has no superior for canning and preserving.

Dominion Sugar Company
LIMITED
Wallaceburg and Berlin, Ontario

LONDON,
ENGLAND.

Purity and sweetness is the Trade Mark of the English House of Pascall.

PASCALL'S

ENGLISH

CONFECTIONERY AND CHOCOLATES

CAN BE STOCKED WITH CONFIDENCE
SHEER QUALITY SELLS THE GOODS

Pascall's Boiled Sugar Goods. Drops, Barley Sugar, Golden Maltex, etc. Great range in varieties. Flavours strong and true. In air-tight jars and in bulk.

Pascall's Butter Goods: Almonds, Walnuts and other centres encased. Exquisite Butter Toffees, etc.

½ and 1 lb Jars and in bulk.

Pascall's Creme de Menthe. The Ideal After-Dinner Sweet, with the true Liqueur charm (non-alcoholic). Digestive and stimulating. Also Creme de Lime Juice, des Fruits, etc.

Pascall's Chocolates: Coverings smooth in texture, rich in flavour; delicious centres.

AGENTS—
TORONTO—THE TORONTO EUROPEAN AGENCIES, 122 WELLINGTON ST. WEST.
WINNIPEG—RUTTAN & CHIPMAN, FORT GARRY COURT.
VANCOUVER—C. & J. JONES. NEW BRUNSWICK—J. E. ANGEVINE, HAMPTON.

Brand's Rolled Ox Tongues

Have attained their present wide sale because of their unsurpassed quality. Only the finest tongues are used and the greatest care is exercised in every part of the process of preserving and packing them attractively in glass jars. They are splendid window and counter stock.

Brand's A1 Sauce

See to your stock of Brands A1 Sauce. Don't let it run low, for the demand for this popular appetizer is continually on the climb.

Brand & Co., Limited

[Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

To the Trade:

We Pack—

TOMATOES, CORN, PEAS, BEANS, PUMPKIN, BEETS, STRAWBERRIES, RASPBERRIES, PEACHES, PEARS, PLUMS, GALLON APPLES, CHERRIES and any other lines of canned vegetables or fruits required.

QUALITY—Second to none.
QUANTITY—Your entire requirements.
DELIVERY—75% Guaranteed on early orders.
PRICES—WRITE US and get our prices before closing for your season's requirements.

ONTARIO CANNERS LIMITED

Head Office—SARNIA, ONTARIO

Western Canada Has Buying Power

Last year nearly 2,000 new towns opened up, and these, with the older centres, each supply large districts, populated by prosperous people who want good goods.

Why not secure a share of this Western business now? It will be larger every year.

We are in close touch with the Grocery Trade, calling on this daily.

Now we represent among others:

The Canadian Salt Co., Ltd. - - - "Windsor" Salt.
Gillespies & Co. - - - - - - - - Montreal, Que.
M. H. Alexander Co. - - - - - - Cincinnati, Ohio.

We can give personal attention to a few more good lines.

H. P. PENNOCK & CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents
OFFICE: ALLAN KELLAM & McKAY BLDG. :-: WINNIPEG

Fresh From "Canada's Garden"

JAMS

CANNED FRUITS

CANNED VEGETABLES

SWISS BELL

TRADE MARK—REGISTERED—

Our Facilities Command Quality

It is an admitted fact that the finest growth of fruits and vegetables comes from the Niagara Peninsula, which is known throughout America as "Canada's Garden."

With our one thousand acres of gardens and orchards situated in the very heart of this district, and our immense new and sanitary factories in connection, we are enabled to turn out canned goods of all kinds that are second to none.

Swiss Bell products never lose their original fresh picked flavor before they are sealed up ready for the table. It will pay you to take a trip to our large plant to inspect it during the packing season.

Bell Fruit Farms, Limited

GRIMSBY, ONT.

Quality in Can and Content

Sanitary Can Company, Limited

Niagara Falls, Ontario

16 ozs. **Instead of Twelve** 16 ozs.

We have appointed

JOHN J. GILMOR & CO.

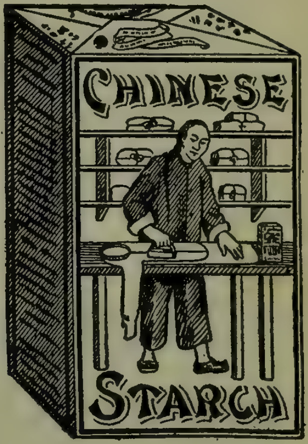
WINNIPEG

our Western agents. They will supply all information as to prices, etc., to Western dealers and are now booking orders for early delivery.

16 ounces instead of 12 ounces.

That's what you get in a package of our

CHINESE STARCH



SOUND PROFIT

CHINESE STARCH is the only Starch on the market with two oils, one of which perfumes the linen, the other making the iron slip like a skate on the ice.

You can make good friends with the consumer with our CHINESE STARCH because you can hand her four ounces more for the same price and

GIVE HER BETTER QUALITY

We will supply dummy window displays, in fact, co-operate with you in every respect, and you will never regret the day you take on CHINESE STARCH.

The sale of CHINESE STARCH will evoke a confidence in you by your customers and further—will bring you more trade through its excellent working in the laundry.

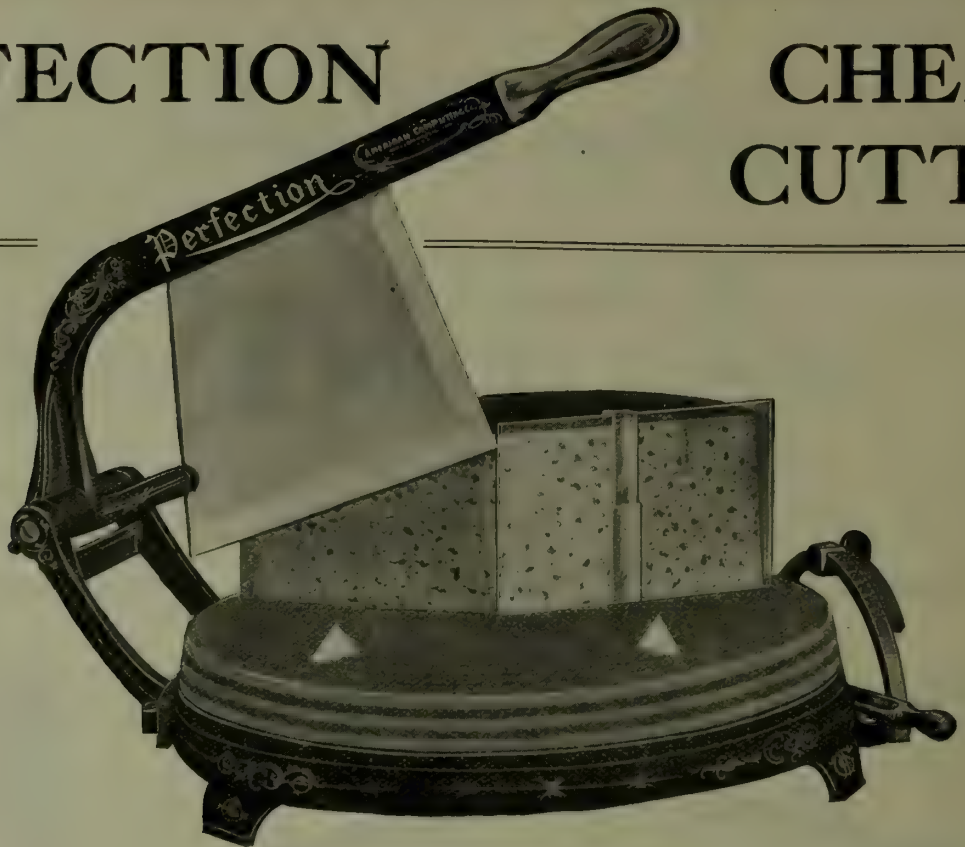
Here Are Our Other Agents:—

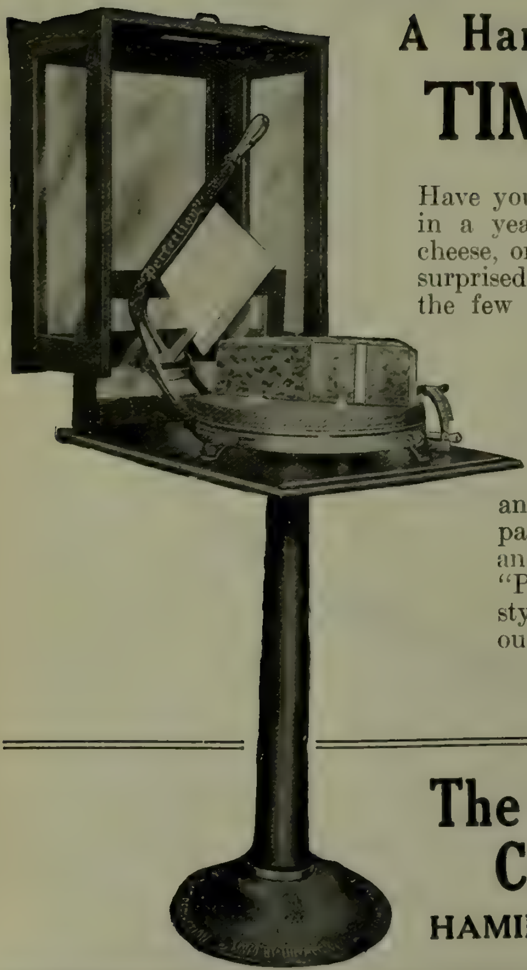
The Standard Brokerage Co., Vancouver, B.C.
The Harry Horne Co., Toronto, Ont.
Norman D. McPhie, Hamilton, Ont.
The Lawrence Nfld. Co., Ltd., St. John's, Nfld.
J. J. McKinnon, Charlottetown, P.E.I.
Boivin & Grenier, Quebec, P.Q.
Eugene Foliot, St. Pierre, Miquelon.
Desmarais & Gregoire, Chicoutimi, P.Q.
Scott, Boyd & Co., Port of Spain, Trinidad, B.W.I.
And all the Wholesale Grocers throughout the Dominion.

OCEAN MILLS -:- :-: :-: MONTREAL

PERFECTION CHEESE CUTTERS

Made in
Canada





A Handsome, Economical
TIME SAVER

Have you ever figured the loss you incur in a year by either careless cutting of cheese, or by drying out? You might be surprised if you did, taking into account the few odd ounces "thrown in" or cut off the cheese "thrown out," the drying out of the cheese, which means a loss in weight, etc. The Perfection Cheese Cutters come as a solution to the sanitary, economical keeping and cutting of cheese. They will pay for themselves many times over and add "class" to your store. The "Perfection" are made in many styles and compute accurately every ounce of cheese cut.

Write for catalog to-day.

The American Computing Company of Canada
HAMILTON - CANADA

QUEBEC CITY AGENTS AND BROKERS

OATS, PEAS, BEANS, Etc.

handled in any quantities to best advantage
by the
LARGEST BROKERS ON THE SPOT

Turgeon & Gourdeau
Grain and Provision Brokers
61 ST. PETER STREET, QUEBEC

Selling Agents for
The Maple Leaf Milling Co., Ltd., Toronto.
Gunns Limited, West Toronto.

Quebec's Responsible Brokers

23 Years of Experience - - - -
Reliable Trade Connection - - - - SUCCESS

Specialty: CORN and BEANS

Let us handle your business on this market. A trial will prove that we lead in all branches.

Write

Alfred T. Tanguay & Co.
Commission Merchants and Brokers
QUEBEC
Looking for agencies in other lines.

Dominion Fish & Fruit Company

QUEBEC, QUE.

Proprietors of the new, modern **Dominion Cold Storage** Plant, which we open to the trade for safe and economical storage.

Fruits and Vegetables

of all kinds and in large quantities. We can fill all orders.

FRESH SALMON

We make a specialty of this line. Supplies received daily from our own boats, direct from our own fishing grounds.

L. Montreuil Jos. Simard
J. N. Beaumont

GENERAL PROVISIONS

Flour Grain Hay
Oats Pork

SEED, GRAIN and FERTILIZERS

Geo. Tanquay
48 St. Paul St. - QUEBEC

BUCHANAN & AHERN

Wholesale Grocery Brokers,
General Commission Merchants
and Importers.

20 ST. ANTOINE ST. (Cor. Dalhousie St.)
QUEBEC, QUE.
P. O. Box No. 29

PROVISIONS, FLOUR

and

General Groceries

R. F. CREAM & CO., LIMITED
Brokers and Commission Merchants
83 Dalhousie St. - QUEBEC

GRAIN, PROVISIONS

and

GROCERIES

Immediate attention by the Man on the Spot.

EUGENE PICHER
Commission Merchant
91 Dalhousie St. - QUEBEC

The
Smyrna Fig Packers,
Limited

Capital £stg. 250,000.

Owners and Packers of the best known brands.

AGENTS ALL OVER CANADA.

CALGARY, Alta.
NICHOLSON & BAIN.

EDMONTON, Alta.
NICHOLSON & BAIN.

HALIFAX, N. S.
E. J. LONGARD.

HAMILTON, Ont.
ALFRED POWIS & SON.

LONDON, Ont.
GEO. H. GILLESPIE.

MONTREAL
GILLESPIES, & CO.

OTTAWA
THE PARKER BROOM COMPANY

REGINA, Sask.
NICHOLSON & BAIN.

SAINT JOHN, N. B.
E. T. STURDEE.

SASKATOON, Sask.
NICHOLSON & BAIN.

TORONTO
J. L. WATT & SCOTT.

VANCOUVER, B. C.
MARTIN & ROBERTSON, LTD.

VICTORIA, B. C.
MARTIN & ROBERTSON, LTD.

WINNIPEG, MAN.
NICHOLSON & BAIN.

Before Installing New Store Equipment

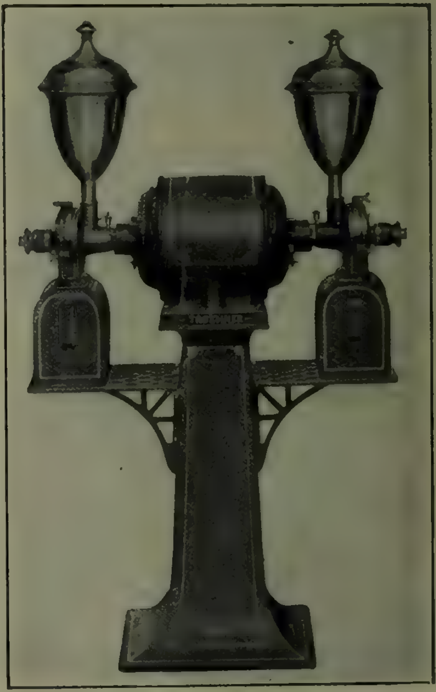
let us send you some points on how to select the best. We are the general agents for the United States and Canada for the incomparable Henry Troemner Agate Bearing Scales. Our Electric Coffee Mills and Meat Choppers are the best on the market. Also metal Tea, Coffee, and Spice Bins and Cans—all our fixtures possess unique features and individuality, are very strong and durable and can be obtained at the lowest possible price.

Full information, prices, estimates, etc., cheerfully furnished on request. We can prove why ours excel.

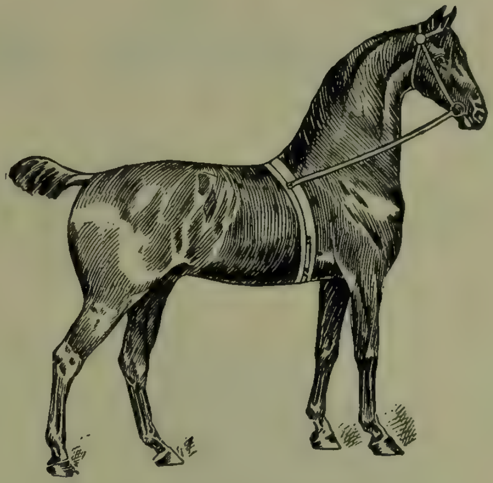
We have been awarded the order for the metal bins to be used by the Hudson's Bay Co., Calgary, Alberta, in their new building, Grocery Dept

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd.
Chicago



COUNTRY MERCHANTS:—



You Can't Beat This Offer
No Responsibility on Your Part

If you stock these goods, frequent visits from the farmer during Spring and Summer will familiarize him with QUINQUINOL, and he will be a ready customer when housing the stock for the Winter. Horses, cattle and sheep, in fact all farm stock, require something to stimulate the appetite, as it is a violent change for them to leave green pastures for the hard Winter food.

We Know This is not the time for STOCK FOODS

But, in order to line up representatives for next Fall, and have all orders in early, as around September we are terribly rushed, we want
ONE DEALER FROM EACH TOWN TO SIGN COUPON BELOW.
(Agencies will be given in order of receipt of application)

QUINQUINOL STOCK FOOD

Is recommended by the Minister of Agriculture.

Has been awarded three Diplomas at big Exhibitions.

Is absolutely free from loss by vermin or moisture, because it is packed in tins and not in cardboard boxes.

Every tin carries a money back guarantee. That's the faith we have in it.
1,000 circulars about QUINQUINOL, with dealer's name and special advertisement for himself supplied with first order.

Costs you $4.00 per dozen gallon tins. Sells at $6.00. Good Profit.

FREIGHT PREPAID ON SIX DOZEN LOTS.

SIGN THIS COUPON IMMEDIATELY. IT MEANS MONEY TO YOU. WHETHER YOU ORDER NOW OR LATER, INVOICES WILL BE DATED OCTOBER 1ST.

50%

CLEAR PROFIT

QUINQUINOL STOCK FOOD COMPANY, MONTREAL.

I wish to act as your exclusive vendor in my locality under the following conditions:

You will ship, freight prepaid ...... doz. and allow me three months' credit.

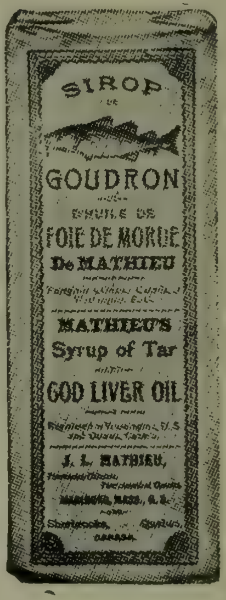
If, after sixty days' trial, I find the goods not all you claim for them, you will take them back at your own expense.

YOU WILL CONFIRM THIS APPLICATION BY LETTER.

Name..

Address...

Colds are Common in Spring



The sudden changing of weather from cold to warm makes colds very prevalent in Spring. The grocer has an even chance with the druggist to supply this far-famed remedy

Mathieu's
SYRUP OF TAR *and* COD LIVER OIL

There are times when your customers are suffering from slight attacks of cold, and should take a good remedy, but they do not think it worth while going to a drug store.

By keeping this famous, dependable cure for La Grippe, Pneumonia, Colds and Coughs displayed and suggesting it to your customers, you will materially increase your yearly profits.

Mathieu's
NERVINE POWDERS

Your patent medicine department should not be without Mathieu's Nervine Powders, for they are year-round sellers. They quickly remove fever pains, headache and neuralgia that accompany or follow colds. They act speedily and are perfectly safe.

We have testimonials from merchants and their customers all over the country as to the great sale and virtue of these powders.

Let us send a trial order of both medicines.

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

J. L. Mathieu Company, Proprietors

SHERBROOKE **QUEBEC**

Newton A. Hill, 25 Front St. E., Toronto, Ont., Distributor for Western Ontario.
Chaput, Fils & Cie., Montreal, Que.

Coffee quality is measured in the cup

That's why—

SEAL BRAND always moves. That's why SEAL BRAND stock is always fresh. Once let a family try—it is ever after demanded.

The few people who do not know—are attracted by our strong advertising campaigns.

There's more than mere coffee profit in SEAL BRAND. It's a customer maker. Have you ever considered what is the value of a regular customer to your store?

No business is built on single sales. The goods that repeat, that have established a position by constant recommendation, are the customer-making goods.

When a customer buys coffee she hopes it will be as good as SEAL BRAND. So why not sell SEAL BRAND to her yourself?

CHASE & SANBORN

The High Grade Coffee House

MONTREAL

"THE 1913 PACK"

We are booking orders for 1913 goods and have a full line to offer. Our pack is gradually being sold at the low prices quoted, and we would advise you to write us for prices, terms, etc. We can make you an interesting proposition on your 1913 requirements.

ALL GOODS GUARANTEED NO. 1 QUALITY

It will be to your interests to write us for prices. We can show you increased profits on your canned goods sales for this year.

KITCHENER BRAND OF CANNED GOODS

Our goods have the quality of the home-made article and every care is taken in the processing. Nothing but freshest fruits and vegetables used, and stringent cleanliness in every process.

OSHAWA CANNING COMPANY, LIMITED

Oshawa **Ontario**

Grocers Can Save Money If Wise

You Eastern Townships Grocers can buy from us at same prices as in larger cities, and

WE SAVE YOU FREIGHT

HOW ARE YOU SUPPLIED IN SEED GRAINS?

Timothy, Clovers, Oats, Barley, Wheat, Tares, Ensilage, Corn, Dwarf Essex, Rape, Peas, Yellow Onion Sets, Sugar Corn.

We also handle a full line of Groceries, Flour and Feed.

DISTRICT REPRESENTATIVES OF THE

Star Egg Carrier & Tray Mfg. Co., Rochester, N. Y. Sussex Ginger Ale, Manola, Etc.

C. O. GENEST & FILS

SHERBROOKE, P.Q.

Improved Blended Flour

SOLD ON MERIT

"BUDA" FLOUR

Packed in Sterilized paper-lined barrels and Sacks

Buda is packed in strong, lined Barrels and Half Barrels, all lined throughout with sterilized paper; also 98 lbs., 49 lbs., and 24 1-2 lb. sterilized printed cotton sacks. Weight and quality guaranteed, F. O. B. at Mills.

The Very Highest Quality of Blended Flour for Bread and Pastry

INCREASING IN DEMAND

Why not wire your order to-day to

J. B. HARTY

SALES MANAGER

Pictou, - Nova Scotia

SHIRK & SNIDER, LTD.

Manufacturers

Lowest Mill Prices C.I.F. destination. Get our prices. We want your orders.

The Quill & Roll Are Gone

The Ledger & Steel-Pen too will pass away

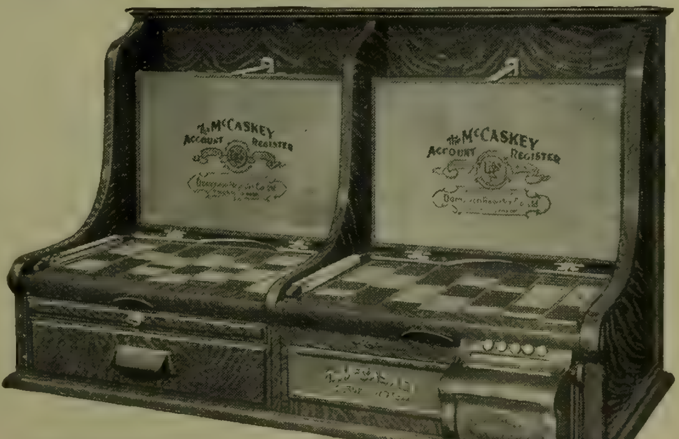
There was a time when our forefathers were obliged to use the roll and quill pen to keep a record of their business transactions. This method has long since been discarded, to be replaced by the ledger and steel pen, but as business becomes more strenuous and time means money, they too will become unpopular. In fact, thousands of the live merchants in the country are adopting

The McCASKEY One-Writing Account System.

and are cutting the time usually used in keeping books down to a mere bagatelle. The bookkeeping is done with one writing. Your customers always have their accounts made out in full, which acts as an automatic collector without in any way giving offence as a dunning letter or statement would.

There are no more worries and long sleepless hours at the end of each month, in making up your accounts. No surprises, for you always know what is owing you and your customers always know what they owe, and they know that you know what they owe.

Get in touch with us now and solve the bookkeeping problem.

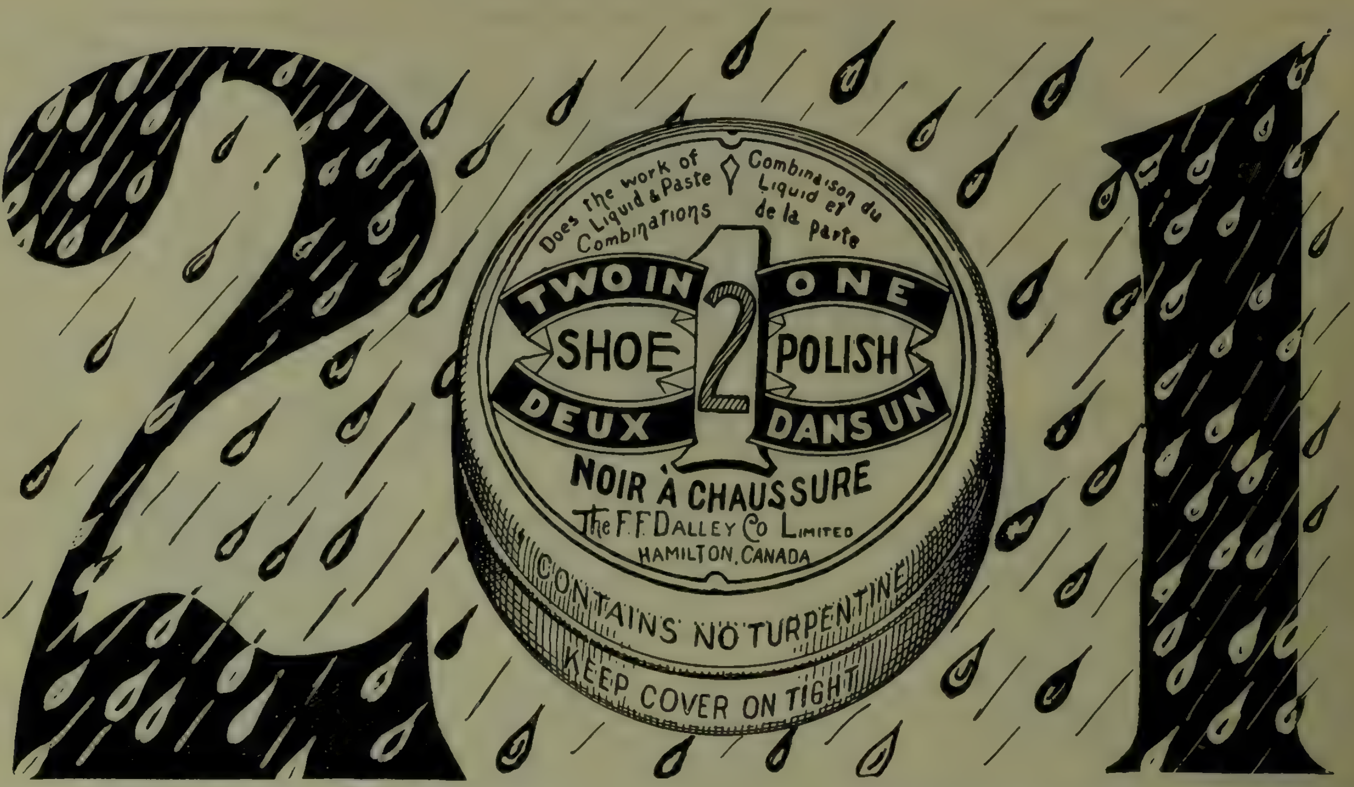


Showing Electric Recorder and Cash Till

The Dominion Register Co. LIMITED

TORONTO ∴ ∴ ∴ CANADA

Trafford Park, Manchester Eng.



THE SPRING-TIME IS SHOE POLISH TIME

The almost permanent shine imparted by **2 in 1** shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvass or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited

Buffalo, U.S.A. **Hamilton, Can.**

From Oven To Consumer

No loss from
dead or stale
cereal stock

Kellogg's
Sanitas

If you stick to
Kellogg's Toasted
Corn Flakes

Statistics go to show conclusively that the sale of **KELLOGG'S TOASTED CORN FLAKES** far surpasses that of all other flake cereals combined. There is a reason why this should be. In the first place our extensive advertising keeps the housewife constantly reminded of these famous Corn Flakes, so that when she is in need of a cereal the first name she thinks of is **KELLOGG'S.** In the second place, once a user, always a user and a friend. In the third place your customers never get a package of stale Kellogg's, because the increased facilities in our large new factory enable us to give an oven-to-consumer service without carrying a stock or necessitating your carrying one.

Handle KELLOGG'S for quick profits

The Battle Creek Toasted Corn Flake Co., Limited

LONDON .·. .·. .·. ONTARIO

TWENTY-SEVEN
GOLD MEDALS

AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LTD.

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911) International Exhibitions

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., LTD.
57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

TO THE TRADE:

We take this opportunity of thanking our customers for their appreciated patronage given us in the past, and trust that our treatment has been such as to merit a continuance of same the coming season.

In spite of unfavorable weather conditions, we were able in the past two years to fill orders in full with ESSEX BRAND A1 QUALITY CANNED GOODS, which proves that Essex is particularly adapted for the growing of first-class Vegetables and Fruit.

We are enlarging our Plant and expect to double our pack of these products during the season of 1913. Why not, therefore, book your order where you will be relieved of all anxiety regarding both quality and quantity?

Drop us a line NOW and we will be pleased to quote you our best prices and terms.

Yours Very Truly,

THE ESSEX CANNING & PRES. CO., LIMITED

WAREHOUSING FACILITIES at OTTAWA

as offered by the Dominion Warehousing Company are the best procurable. Direct connection to all railways with tracks at the door, convenient to steamers, fireproof buildings, low insurance — in short, modern in every particular.

Centrally located and doing the largest business in Ottawa Valley.

Excise—Bond—Free.

Write for low rates.

Two Warehouses

No. 1.—G. T. R. Seventy thousand square feet floor space.
No. 2—C. P. R. Thirty thousand square feet floor space.

Dominion Warehousing Co.
Limited
46-52 Nicholas St. OTTAWA
J. R. ROUTH, Manager.

O'LOANE, KIELY & CO., Ltd.

Head Office—127 Water Street, VANCOUVER

DOMESTIC and FOREIGN

Brokerage and Commission

EXPORTERS and IMPORTERS

SALMON, CANNED GOODS, DRIED FRUIT, AND GROCERS' SUNDRIES

Mr. Manufacturer, Canner and Packer, are you prepared for the **changed conditions,** which will be brought about by the opening of the **Panama Canal,** and the **two new Canadian transcontinental railroads?**

Vancouver the Gateway

Import merchandise destined for **Western Canada,** hereafter **will enter via Vancouver.**

We work all branches of the wholesale trade, have our own specialty salesmen, and are open to make arrangements for working the retail trade (filling orders through the jobbers).

Twenty years' experience in wholesale grocery and kindred lines.

We offer you first-class representation in Western Canada.

Reference—The Bank of Montreal.

Your Account Solicited.

MOLASSES

Da Costa's
"EXTRA FANCY"
AND
"CHOICE BARBADOS"

These brands are the standard of quality. When placing your orders for Molasses, insist on getting them, for they give entire customer satisfaction and bring increased business to your store.

The "just as good" Molasses, alas, too often proves to be a boomerang to the grocer; it rebounds by driving customers away, and incidentally, profits. These brands are obtainable from the chief wholesale grocers and jobbers.

Be sure you get Da Costa's.

Da Costa & Co., Barbados

To the Wholesale Trade Only:

WEST INDIA COMPANY
LIMITED

St. Nicholas Bldg. Montreal

The Canadian House of
Sandbach, Tinne & Co., 3 Cook Street, Liverpool,
(Established 1803)

Sandbach, Parker & Co., Demerara, B. Guiana
(Established 1782)

We also represent some of the chief business houses of Barbados, Trinidad, Jamaica, Antigua, St. Lucia, Granada and other West India Islands.

We solicit orders and enquiries for all descriptions of West India produce.

SUGARS MOLASSES CATTLE FOOD
PIMENTO GINGER NUTMEGS
COCOA COFFEE
COCOANUTS, Etc., Etc.

We also beg to call attention to our *EUROPEAN DEPARTMENT*, which is in close touch through our Liverpool house, with all English, Continental and Asiatic markets. We can usually quote attractive prices on the following:

RICE, SAGO, TAPIOCA, PEPPER, CINNAMON and other Spices, WALNUTS, PEANUTS and all nuts for Confectionery purposes, and grocery specialties of all kinds.

We solicit enquiries for any articles you want from Europe or East Indies, and if there is any special article you require for your trade, please ask us about same.

Rock City Tobacco Lines Sell Themselves

"MASTER MASON"

Cut Plug Tobacco

Cut from our original "American Navy" Plug.
A cool and most fragrant smoke.

"ROSE QUESNEL"

Smoking Tobacco

A really GOOD CANADIAN Smoking Tobacco. Sweet --- Fragrant --- Pure.

"KING GEORGE"

Navy Plug Chewing Tobacco

In a class by itself.
Delicious and non-irritating.

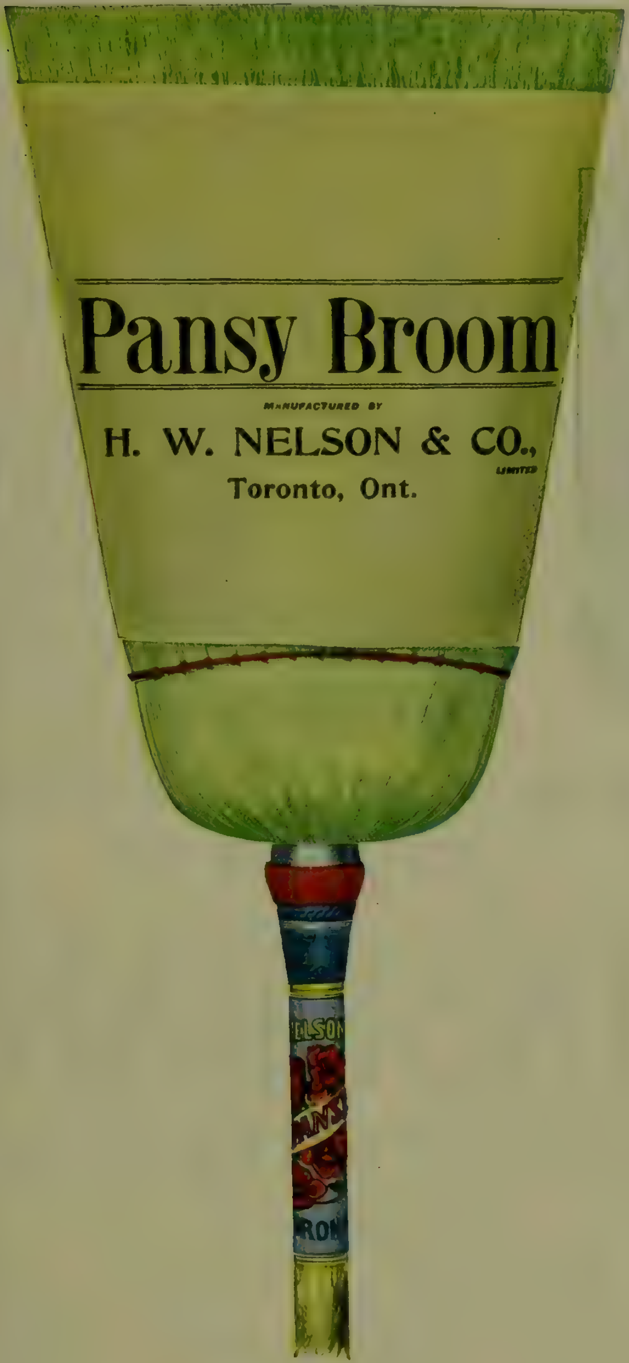
All Three have an enviable record for QUALITY.

Dealers handling these "Leaders" are not left to move the goods from their shelves by their own efforts.

These lines are extensively advertised—customers come in CONVINCED—selling is easy work for yourself and clerks.

QUALITY backed up with ADVERTISING is the combination that makes these lines profitable to carry.

ROCK CITY TOBACCO CO., Limited
QUEBEC



Quality

Stock up now for the Spring house cleaning campaign.

The prospects of an early Spring warrants the grocer commencing his house-cleaning campaign now, by getting his stock of cleaning materials before the public.

Fill your windows with a good display of Pansy Brooms, and watch the results.

Finish

The Quality Broom for over twenty years.

The Pansy has been the quality broom for the past twenty years, and it is this quality that has given it such a tremendous sale. Women who know the efficiency of this broom will aim at buying every time. Order your stock now and start the campaign early.

Established 1840

H. W. Nelson & Co.
Limited
TORONTO

Do You Want the Best?

Two weeks ago one of our travellers could not get an order from the best account in a thriving town. The customer was satisfied that the two lines he was already handling were the best. Our man suggested that he compare samples in his own home and we sent him four samples for as many tests.

This is the letter received to-day:—

"As per our conversation of last week we have given all the Jelly Powders a thorough test at home and it was our unanimous opinion that they are superior to all the makes I named to you. I am enclosing an order for five gross, which kindly ship at once."

Any thing "Litsters" is good

Litster Quality Wins Out Every Time.

The Litster Pure Food Co., Limited

TORONTO

EGG INSURANCE?

HERE IT IS, WITH NO PREMIUMS TO PAY

You insure your store, fixtures and stock against fire loss which you may never experience. Why not insure your eggs against breakage? Something which occurs every business day where the STAR system is not used.

STAR EGG CARRIERS AND TRAYS

are the answer. They cost you nothing as the money saved through an absolute safe delivery soon pays for their installation.

We want to tell you more about their time and money-saving features: also about our printed Egg Tray proposition, which is the cheapest and most novel advertising you can procure, while costing you nothing to distribute. May we?

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL

STAR EGG CARRIER & TRAY MFG. CO.

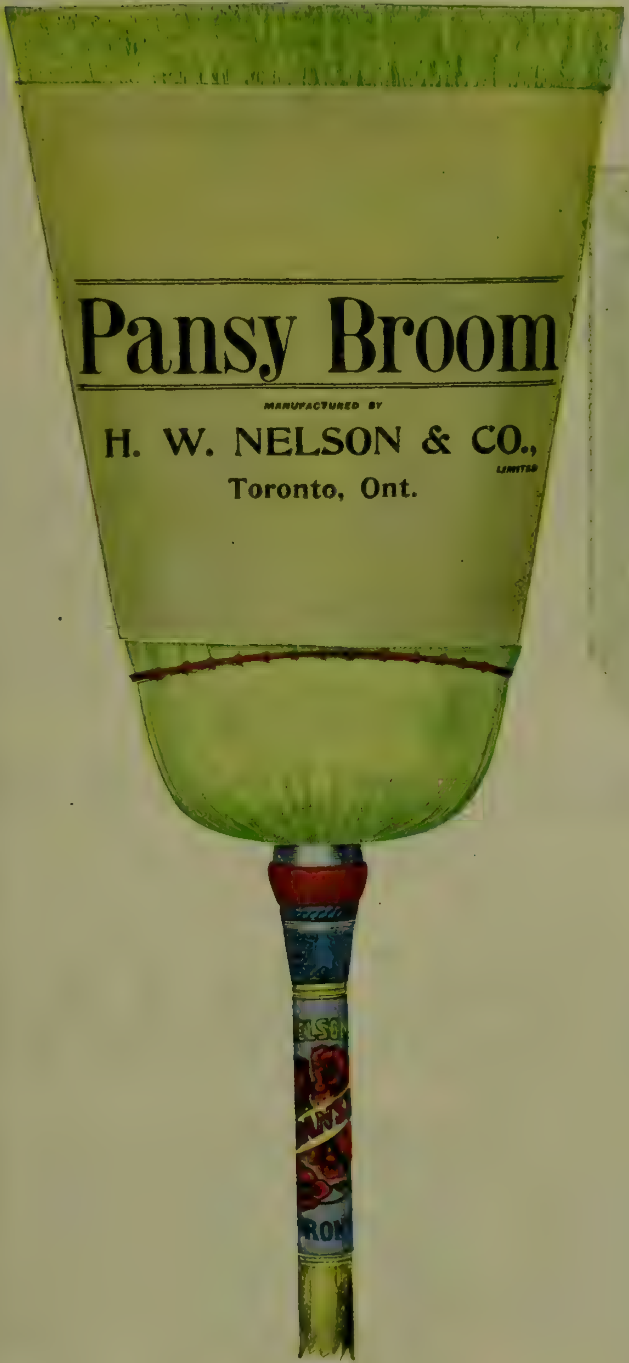
1500 Jay Street, - ROCHESTER, N.Y.

Quality

Stock up now for the Spring house cleaning campaign.

The prospects of an early Spring warrants the grocer commencing his house-cleaning campaign now, by getting his stock of cleaning materials before the public.

Fill your windows with a good display of Pansy Brooms, and watch the results.



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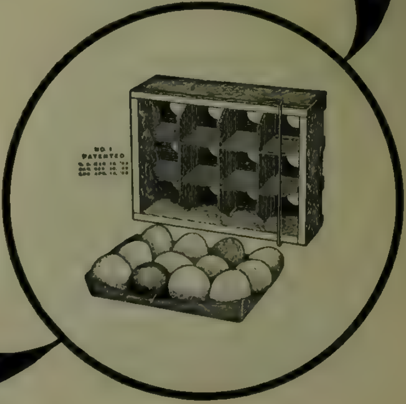


STAR EGG CARRIER & TRAY MFG. CO.
1500 Jay Street, - ROCHESTER, N.Y.

A
House
old enough to
have a reputation,
young enough to
be abreast
of the
times

Packer's
Celebrated
Chocolates

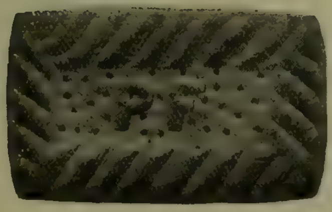
NEW IDEAS NEW BOXES NEW CENTRES

NEW SERIES OF HIGH GRADE GOODS

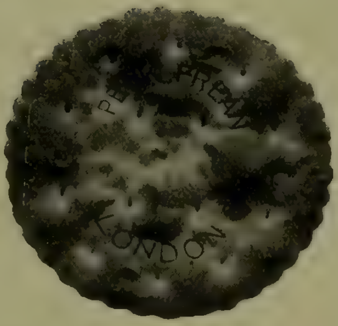
Mr. J. P. Wright is now in Canada and will advise our friends prior to calling.

H. J. Packer & Co., Ltd., Chocolate Manufacturers **Bristol,**
England

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.



GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

Make Sure of the Fly— Also the trade!

Many a device has been invented to abolish the household pest—the fly—but none have stood such a test and proven so effective as

The FLYSAC Flycatcher

It is a favorite with housewives, because it has not certain objectionable features very common in other makes.

FLYSAC is hermetically sealed and has no leakage.

The ribbon is evenly coated, making sure of holding the fly and allowing no escape.

FLYSAC will not deteriorate if it is carried in stock for a season, thereby insuring the grocer against loss, and its sale gives you a

100% PROFIT.

WRITE FOR PRICES. THE SEASON IS HERE TO PUSH FLYSAC.

Cheapest and best on the market.

HODGSON, SUMNER COMPANY, Limited
MONTREAL

Exclusive Agents for Provinces of Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

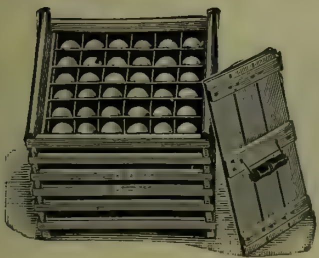
WOODEN WARE. WILLOW WARE
BROOMS
BRUSHES
WALTER WOODS & CO.
GROCER'S
SUNDRIES
WHOLESALE
HAMILTON & WINNIPEG.

WHOLESALE
PAPER PAPER BAGS
TWINE & CORDAGE
WALTER WOODS & Co
Brooms
Brushes
Baskets
HAMILTON-WINNIPEG.

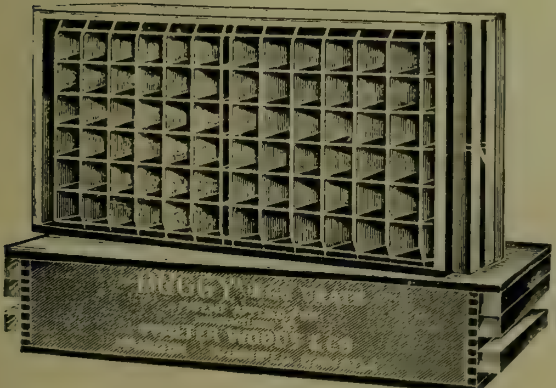
STAPLE GROCERS' SUNDRIES

of many varieties can be had from the old reliable firm of W. W. & Co., at best possible prices. These lines combine the best quality of workmanship and materials, among which are included:

TWINES, CORDAGE, BROOMS, BRUSHES, BASKETS, WILLOW WARE, WOODENWARE, "HUMPTY DUMPTY" (folding), and "BUGGY" EGG CRATES, LARD AND BUTTER SCOUPS, PAPER, PAPER BAGS, ETC., also **J. B.** Shoe Polish, Shoe Dressing, Silver Cream, Silver Powder, Stovepipe Varnish, China Cement, Embrocation, Etc., Etc.



These lines pull business. Write for catalog and prices. All orders receive our careful attention, and are shipped at once. Give us a trial.



Walter Woods & Co.

Hamilton and Winnipeg

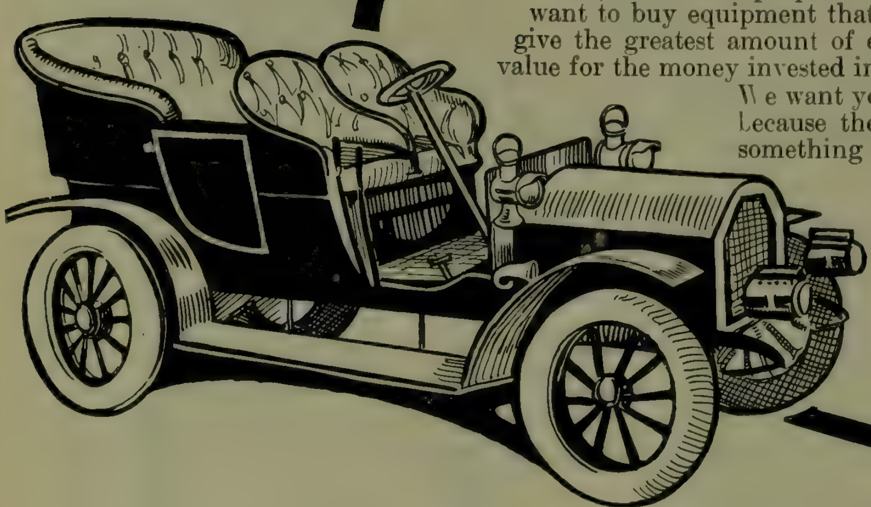
Would you buy a 1904

No, you would not care to have the small boys shout "Ice" after you as you rode down the street. You would not care to have everybody smile significantly as you attempted to drive around in such an out-of-date junk wagon.

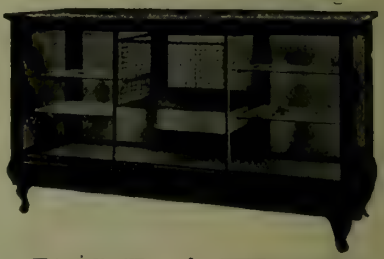
Now, apply this to your store equipment. You certainly do not want to buy fixtures that will give your store an out-of-date appearance, and make people think you are a back number, nor do you want to buy equipment that will not be easy to handle, that will not give the greatest amount of efficiency, that will not give you the best value for the money invested in this equipment.

We want you to apply this to a credit register system, because the efficiency of a credit register system is something that means a lot to you in actual dollars and cents.

You may know that the Barr Register System does away with the out-of-date methods of sending out monthly statements, does your bookkeeping all at the one writing, that it keeps your accounts posted right up to the minute automatically—that it prevents many bad accounts accumulating—that it is a won-



Think What This Means To You



If you are on the market for a new selling force in your store—the kind that will insure satisfaction to your customers, a refrigerator that will sell goods and can be had at a reasonable price—all of which means protection to your business relations with your customer, then the installation of an

ARCTIC REFRIGERATOR

is a proposition worth your investigating. The average customer depends upon the honesty and judgment of their grocer—therefore, if they see you have installed the right refrigerator, The Arctic, it means increased trade and satisfaction. Send for catalogue containing illustrations of our many lines of refrigerators, refrigerator show cases, etc.

Agents in West, J. UPRIGHT - Regina, Sask.
Quebec and Maritime Provinces WOLF, SAYER & HELLER Montreal

John Hillock & Co., Limited
Toronto, Ontario

Automobile-now?

derful collector and keeps your outstanding accounts reduced to a minimum. But be sure to identify these things with

THE BARR REGISTER

There may be other credit registers offered to you, but be sure to make these comparisons before you purchase any of these other appliances:

1—Can they accommodate from 200 to 750 accounts without taking up any more floor or counter space?

2—Have they an index that is never covered, that is always ready for instant use and that will show you immediately, without extensive search, the name of the party you are looking for?

3—Do the steel leaves work so easily that they will neither slam down nor slam up if you happen to let go of them?

There are many other comparisons which we would like to demonstrate to you if you will only give us a chance. We ask you to let us prove to your entire satisfaction that the Barr Register System is without an equal on the market, and that it will save many a dollar in your store. If we can prove to you that we can save money, you want to know it. If we can prove that the Barr Register will save this money in the most efficient way, you also want to know it. So use the coupon now. This puts you under absolutely no obligation. It is simply an easy way for you to say "Show me."

BARR REGISTERS, LIMITED, Trenton, Ontario. (Groc.)

We would like to know more about the money-saving powers of the Barr Register System. Please send full information, prices, terms, etc.

Name ....

Street and Number ....

City ....

Province ....

SHIPPAMS

"CHICHESTER" BRAND
ENGLAND

Founded 1750

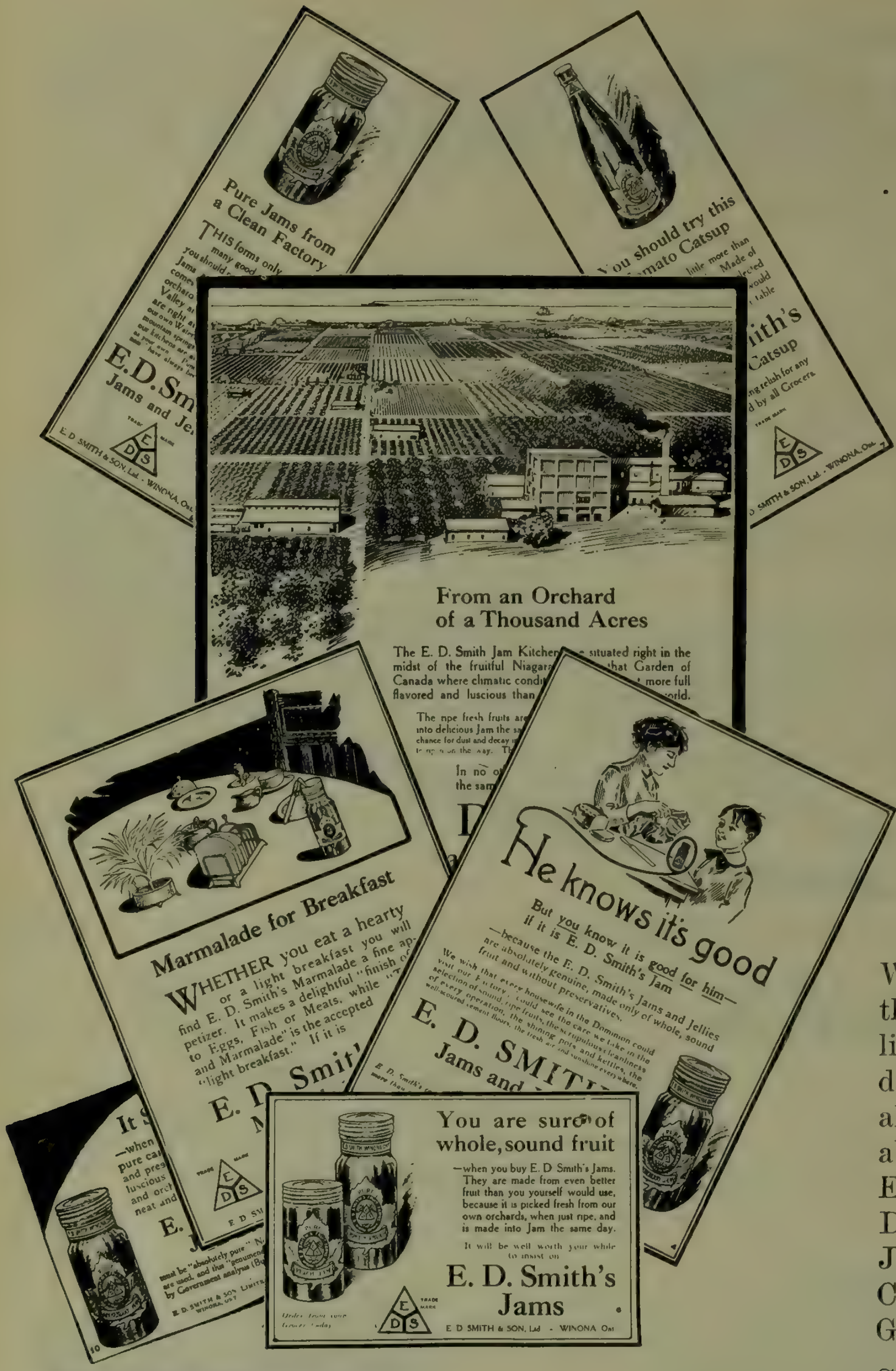
Gold Medal Awards

SOUPS
TONGUES
GALANTINES
POTTED MEATS

Apply to BUYING AGENTS:

MacLaren Imperial Cheese Co.
Limited
Toronto

Ruttan & Chipman
Fort Garry Court
Winnipeg



Pure Jams from a Clean Factory

THIS forms only many good

E.D.Sm
Jams and Je

E. D. SMITH & SON, Ltd. - WINONA, Ont.

You should try this
Tomato Catsup

ith's
Catsup

d by all Grocers

SMITH & SON, Ltd. - WINONA, Ont.

From an Orchard
of a Thousand Acres

The E. D. Smith Jam Kitchen are situated right in the midst of the fruitful Niagara that Garden of Canada where climatic condi more full flavored and luscious than world.

Marmalade for Breakfast

WHETHER you eat a hearty or a light breakfast you will find E. D. Smith's Marmalade a fine appetizer. It makes a delightful "finish" to Eggs, Fish or Meats, while "T and Marmalade" is the accepted "light breakfast." If it is

He knows it's good

But you know it is good for him—if it is E. D. Smith's Jam

—because the E. D. Smith's Jams and Jellies are absolutely genuine, made only of whole, sound fruit and without preservatives.

We wish that every housewife in the Dominion could visit our Factory, could see the care we take in the selection of sound, ripe fruits, the scrupulous cleanliness of every operation, the shining pots and kettles, the well-scoured cement floors, the fresh air and sunshine everywhere.

E. D. SMITH
Jams and

You are sure of
whole, sound fruit

—when you buy E. D Smith's Jams. They are made from even better fruit than you yourself would use, because it is picked fresh from our own orchards, when just ripe, and is made into Jam the same day.

It will be well worth your while to insist on

E. D. Smith's
Jams

E D SMITH & SON, Ltd - WINONA Ont

A FEW OF THE SERIES OF ADS NOW RUNNING IN ONTARIO DAILIES

We are telling the public through a widespread publicity campaign in the best daily newspapers, magazines also in street cars about the absolute PURITY of all E. D. S. FRUIT PRODUCTS. These include Jams, Jellies, Marmalades, Catsups, Pork and Beans, Grape Juice, etc., etc.

See the latest Government Bulletin on Jams, (No. 244) and you will see the stamp of GENUINE after the E. D. S. lines.

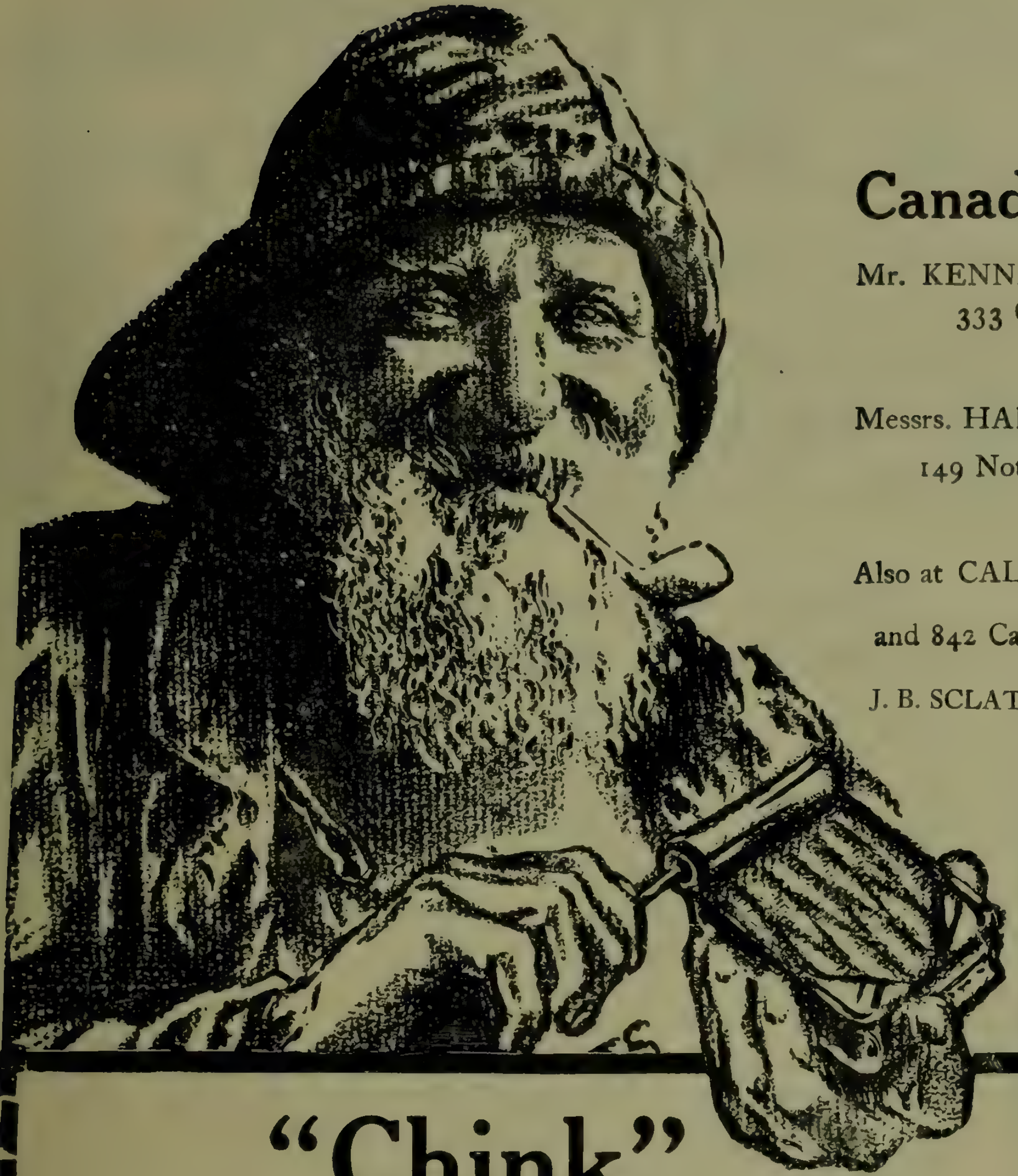
"PRESERVED PURITY" is our slogan. Try a sample order it will be your leading brand.

MADE ONLY BY **E. D. Smith, & Son, Ltd.**

at their own Fruit Farms

WINONA - - - ONT.

Agents: NEWTON A. HILL, 25 Front St. E., Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.



Canadian Agents:

Mr. KENNETH H. MUNRO,
333 Coristine Buildings,
MONTREAL.

Messrs. HAMBLIN & BRERETON
LIMITED,
149 Notre Dame Street East,
WINNIPEG.

Also at CALGARY, Alta,
and 842 Cambie St., VANCOUVER.

J. B. SCLATER St. John's, Newfoundland

....“Chink”

More money in the cash drawer. Quick sellers those Skipper Sardines.

People see them in the window—go in—buy one tin—just to see if they like them.

Next day they are round for more—fine goods those Skipper Sardines.

Ought to be in your window. Good for every season. Good for every meal. Good for town and backwoods. Good for profit.

Skipper Sardines

Guaranteed caught in season only and packed in the finest Olive Oil or Tomato.

ANGUS WATSON & CO., Newcastle-on-Tyne, England.

They Say-"If You Eat Seven Olives You Will Like Them"

IF YOUR CUSTOMER EATS ONE "CLUB HOUSE" OLIVE NO OTHER WILL SATISFY HER

There's a reason for everything
There's a reason for this

There is a very good reason why the waters of The Niagara River fall over the precipice rather than run up it.

There is also a good reason for the tide of the Atlantic rising and falling, but neither are any more reasonable than the fact that people will instinctively acquire the taste for better eatables.

The taste once acquired there will be no need to create it again, and when you supply your patrons with eatables that satisfy, you are building a secure foundation for future business.

Is that not reasonable? "Club House" Olives when once introduced to your patrons, just naturally grow in favor more every day. There's a reason and this is it. They are all selected carefully for their size, shape and color, and preserved so as to retain their luscious natural flavor.

"Club House" Olives bring the best trade to your store and produce fair profits. Introduce them, in fact it will pay you to push them and satisfy the olive taste of your neighborhood.

Send for Sample Order.

GORMAN, ECKERT & CO. Limited

London, Ont. ∴ ∴ Winnipeg, Man.

WHITE SWAN

"Surity Of Purity"

SPECIALTIES

What has been your policy in the past years? Has it been one of "get profit whether your customers get value or not," or has it been a "golden rule one?" With the following list of White Swan Specialties on your shelves, you couldn't follow any other policy than the latter if you wanted to.

SPICES **COFFEE** **JELLY POWDERS**

EXTRACTS **BAKING POWDER** **YEAST** **ETC.**

These goods not only satisfy your patrons to the last degree, but they give you as good profit as any, and better than many. With every sale, you and your customers are protected by our

"MONEY-REFUND" GUARANTEE

This alone is proof positive of our faith in these products—proof that we are offering you an "all wool and a yard wide" proposition—not a gold brick.

All we ask is that you give White Swan Specialties a trial and find out their real value for yourself. Remember that each White Swan product carries our unqualified guarantee, as to purity and the perfect satisfaction that it will give to your customers. Can you ask for a better proposition?

White Swan Spices & Cereals, Ltd.
Toronto, Ontario

"KING OSCAR"

The Hall Mark of Quality in Sardine-dom

"KING OSCAR"

BY ROYAL PERMISSION

Sardines

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. **Ask your wholesalers.**

Canadian Agents

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON, CANADA

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

SASKATOON WAREHOUSE

CALGARY WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

We have already outgrown our Western Warehouses so are:

1. Building a six storey well constructed warehouse in Edmonton.

2. Adding three stories to our Saskatoon Warehouse.

3. Building a new warehouse in Lethridge.

In addition to these operations we are contemplating adding to our Moose Jaw and Regina Warehouses.

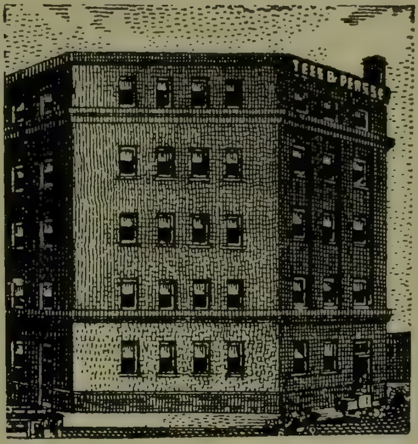
TEES & PERSSE LIMITED

WINNIPEG PORT ARTHUR FORT WILLIAM
REGINA SASKATOON MOOSE JAW

TEES & PERSSE of ALBERTA, Limited

CALGARY EDMONTON

"From the Great Lakes to the Rockies."



REGINA WAREHOUSE

MOOSE JAW WAREHOUSE

EDMONTON WAREHOUSE

QUALITY GOODS EFFICIENT COURTEOUS SERVICE,

LOWEST PRICES

are features of our organization. Give us an opportunity to serve you.

H. G. SMITH, LIMITED

Wholesale Grocers, Importers and Produce Dealers.

REGINA :-: SASKATCHEWAN

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND BITTER ORANGES, FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS
36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

---

DON'T GUESS

You cannot go on choosing your fancy biscuit stock forever. You must choose the right one some time or quit. CARR'S Biscuits have been chosen by more successful grocers more times than any other make. There must be a reason. *Put in a stock right away.*

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

Mason & Hickey

Manufacturers' Agents

Head Office - - WINNIPEG, MAN.

BRANCHES

Regina Saskatoon Calgary Edmonton

Representing the following:—

THE BORDEN MILK CO., Montreal	Evaporated & Condensed Milk
EDWARDSBURG STARCH CO., Montreal	Starch, Syrup and Glucose
GRIFFIN & SKELLEY, San Francisco	Dried Fruits & Canned Goods
E. D. SMITH & SON, Winona	Jams, Jellies & Marmalade
PROCTOR & GAMBLE, Cincinnati	Crisco and Ivory Soap
J. H. WETHEY, LTD., St. Catharines	Mince Meat
INGERSOLL PACKING CO., Ingersoll	Cheese and Smoked Meats
GORMAN ECKERT & CO., London	Olives, Spices & Extracts
THE DOMINION SUGAR CO., Wallaceburg	Sugar
FOSTER & HOLTERMANN, Brantford	Honey
HARPER PRESNAIL CIGAR CO., Hamilton	Cigars
CRESCENT MFG. Co., Seattle	Mapleine
MAPLES, LTD., Toronto	Maple Syrup & Maple Butter
GEO. T. MICKLE, Ridgetown	Beans
WILLIAM H. DUNN, Montreal	Pyramid Fly Catchers
NICHOLSON & BROCK, Toronto	Bird Seed & Bird Gravel
NATIONAL LICORICE CO., Montreal	Licorice & Gums
SAMUEL HANSON & CO., London, England	Spices (For Winnipeg only)
P. J. SHANNON & CO., New York	Coffees, Green
F. L. BENEDICT & CO., Montreal	Suchards, Cocoa & Chocolate
W. A. TAYLOR & CO., Winnipeg	Horse Radish & Relishes
WM. ROGERS & CO., Denia, Spain	Valencia Raisins
NOR PRESERVING CO., Stavanager	King of Norway Sardines
ROBIN HOOD MILLS, LTD., Moose Jaw	Rolled Oats
THORNTON & CO., Malaga	Blue Fruits & Almonds
GALANOPULOS & CO., Patras	Currants
MANFORD SCHIER, Dunnville	Evaporated Apples

E&R

EDMUNDS & RICHELIEU PRODUCTS

Have Gained Over 100 Gold Medals and Awards for Purity and Excellence.

Chutney
Curry Powder
Essence of Anchovies
Potted Meats

Can be obtained from

W. G. Patrick & Co.
LIMITED
TORONTO MONTREAL
WINNIPEG VANCOUVER

The
EDMUNDS & RICHELIEU
Comestible Co., Limited
LONDON ENGLAND

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED
St. Paul St., Montreal.
York St., Toronto.

FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

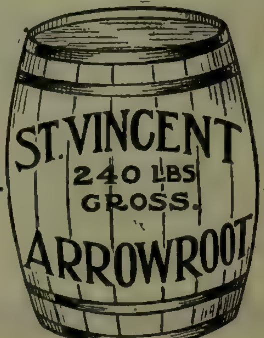
The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN ST. VINCENT B.W.I.



W. H. ESCOTT CO., LTD.

Successors to
Escott & Harmer

WHOLESALE

Grocery Brokers, Commission Merchants
and
Manufacturers' Agents

HEAD OFFICE:

181 Bannatyne Ave., - Winnipeg

Branches—Regina, Calgary and Edmonton.

What Advantage Would It Be to You

To have a live firm on the spot in Winnipeg; to sell your goods; store and distribute them; if necessary adjust difficulties—in short, to take care of your interests as you would do personally.

Figure it out and if you have goods you want placed in the Great West write us. We have the organization.

Our travellers cover Manitoba and Saskatchewan.

WATSON & TRUESDALE

Wholesale Grocery Brokers

111 Market Street East
WINNIPEG

TRACKAGE **STORAGE**

The McINTYRE COMPANY
LIMITED

Bonded Vinegar Manufacturers
St. John, .:. N.B.

are prepared to supply carload lots of White Wine and Apple Cyder Vinegar in bulk, as well as Sweet Apple Cyder for drinking purposes, and wish to appoint agents in all the large towns of Canada for the handling of their product. These goods are properly manufactured and matured before shipping. Samples on application. Address

The McIntyre Company
Limited
77 Smythe St., -:- ST. JOHN N.B.

Proprietors of the "THE GREAT EASTERN" brand of White Wine and Apple Cyder Vinegars and Sweet Apple Cyder.

MATCHLESS
LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

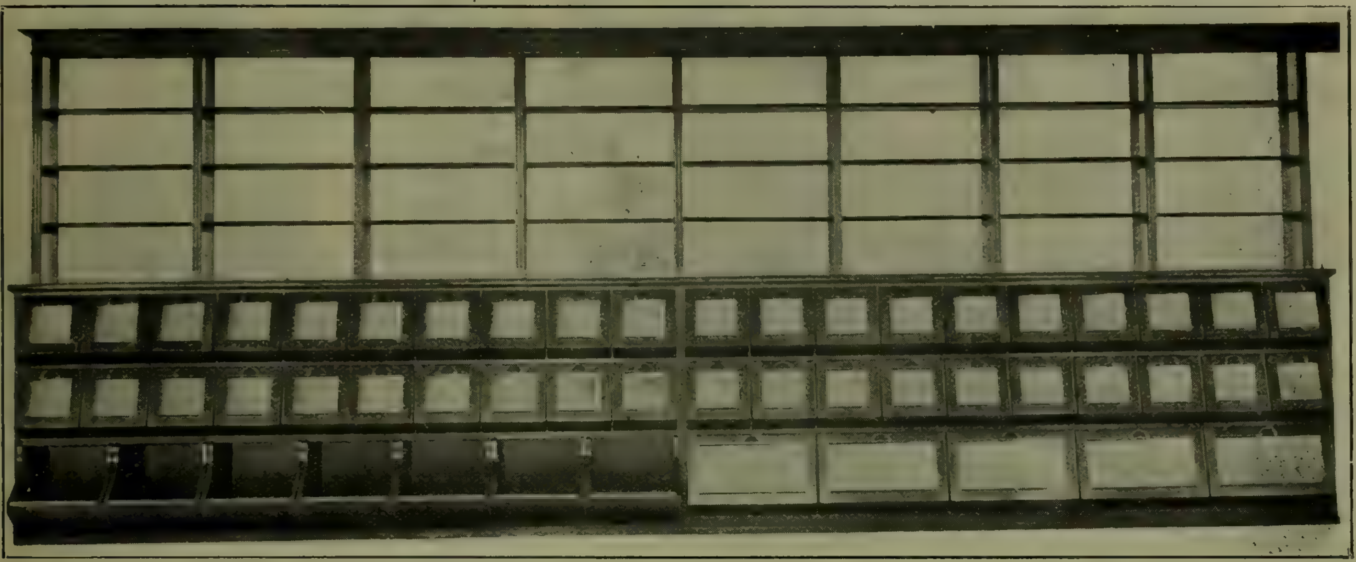
Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

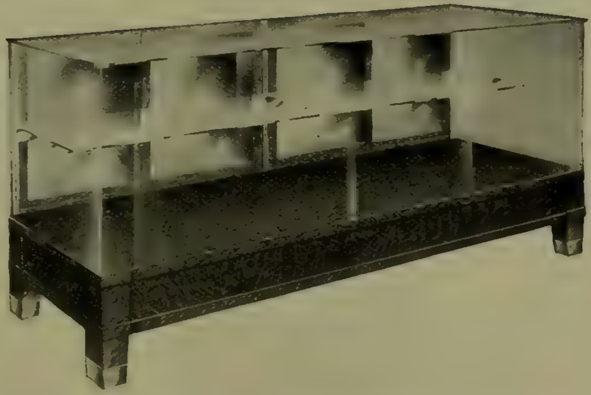
WALKER PATENTED BINS



Clear Your Floor for Business Discard Old Boxes, Baskets, Etc.

that have been doing duty as receptacles for cakes, fruits, vegetables, etc., around your isles, blockading the passage and inconveniencing your customers and yourself. Make shopping and serving a pleasure in your store by installing

The "WALKER BIN" SYSTEM



and increase the efficiency of your store service. People to-day do not like the idea of clambering around and over old boxes, baskets and other unsightly impediments—they like to shop in comfort. Save 25% of your store space by using our store equipment. Write now for illustrated catalogue and let us give you an estimate.

"Walker Bins" are protected by patent .

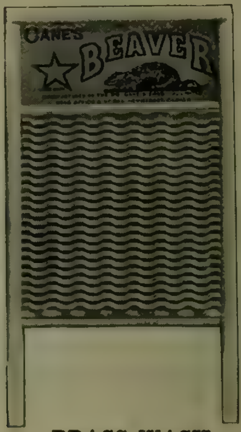
The Walker Bin & Store Fixture Co. Ltd.

DESIGNERS AND MANUFACTURERS OF MODERN STORE FIXTURES
BERLIN - ONTARIO

REPRESENTATIVES:—Manitoba: Watson & Truesdale, Winnipeg, Man. South Saskkatchewan and Alberta: J. M. Smith, Box 695, Regina, Sask. North Saskatchewan: Northwest Specialty Co., Saskatoon. British Columbia: Western Plate Glass & Importing Co., 318 Water St., Vancouver. Montreal: W. S. Silcock, 33 St. Nicholas St. Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

Woodenware



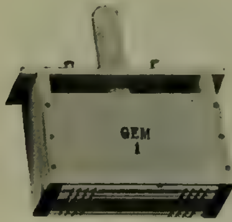
BRASS WASH BOARDS

ACME BUTTER MOULDS

CANE—The Name Attached

Cane's Woodenware has been the standard for many years and has retained its popularity in the face of the new metal ware which has broken into the market. Wooden tubs will not rust, and will retain the heat longer than any other tub on the market. Cane's Washboards are made in many styles to meet all requirements—they are strong, neat, and durable.

The materials used in Cane's Woodenware are the best that money can obtain for the purpose. Our long experience serves to

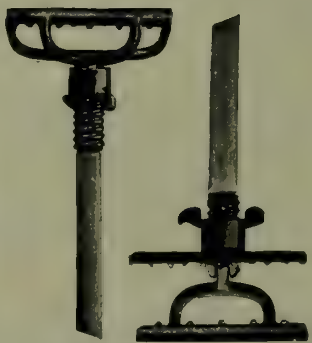


GEM BUTTER MOULDS

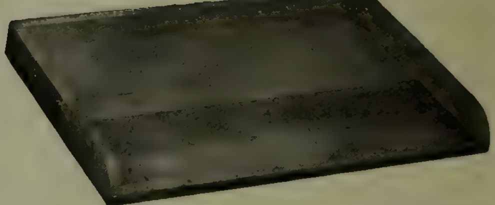
The Wm. Cane &

NEWMARKET,

JERSEY BUTTER MOULDS



MOP WRINGERS



BAKE BOARDS

# of Quality

GLASS WASH BOARDS

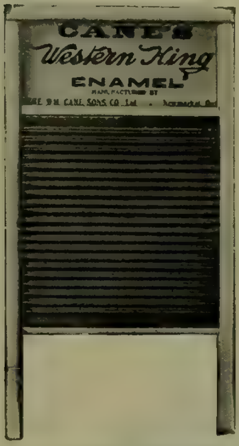
ZINC WASH BOARDS

to Canada's Best Woodenware

prove this statement—and our **absolute guarantee** leaves no room for doubt. If you do not find Cane's goods what we claim for them, we will refund your money cheerfully. From our clothes pins up, you will find our woodenware perfectly finished, and construction leaves no room for improvement.

Let us send you our catalog.

Write to your jobber for prices.



WASH BOARDS ENAMEL

Sons Co., Limited

ONTARIO

FOLDING SAW HORSE

WASH TUBS

A Pure Vanilla Extract

WHEN you sell your customer a bottle of Shirriff's True Vanilla you do her a service. She gets a vanilla extract that is stronger than the Government's Standard for Purity—an extract that is sure to please and satisfy her.

Shirriff's

True Vanilla

and Shirriff's Lemon Extract, conform in every particular with the Dominion Government's New Pure Food Act. They are pure. They have a high percentage of alcohol. And they are aged until their flavor and bouquet are simply exquisite.

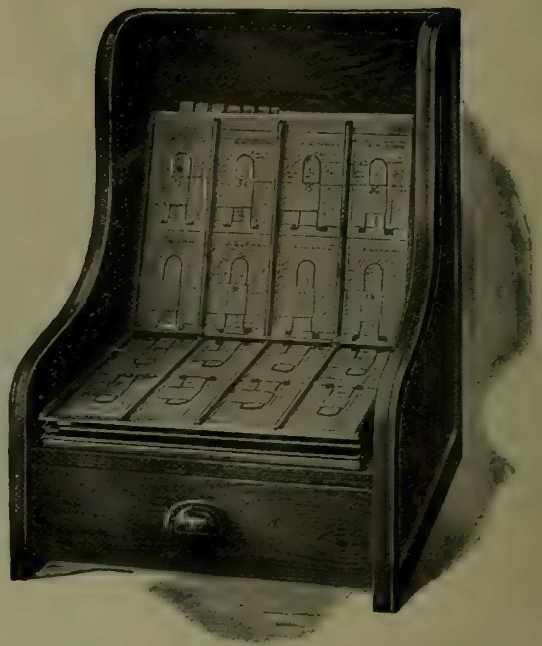
There's a good profit in each bottle you sell—and certain satisfaction to your customer. What more could be desired?

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

Safe From Mistakes Safe From Fire



That's the way your accounts should be kept

A few of the advantages of using the Ullman Account Register are:

First:— Your bookkeeping costs you nothing, and it is done **correctly**.

Second:—Your accounts are safe from fire, that's important enough to think about.

Third:— When you close your store at night you have the satisfaction of knowing that all your customers' accounts are posted up to the last cent. Write us to-day.

Live salesmen wanted in some localities.

The Hamilton Ideal Mfg. Co., Ltd.
Hamilton, Ontario

The surest trade builder

Too good to be improved

JOHN DWIGHT & CO'S
TRADE MARK
BAKING SODA

The leader for over 70 years

Three generations of success

The strongest trade holder

Used by our grand-parents

Brings a sure profit to you

Used to-day by their grand-children

DWIGHT'S
COW BRAND.
1876 TRADE MARK 1880.
SUPER-CARB.
BAKING SODA

Strength–Purity–Reliability

Cow Brand success is never doubted

The Canadian household word

These are the chief selling points of COW BRAND BAKING SODA.

The consumer realizes this and has no hesitation in buying COW BRAND SODA in preference to any other.

Besides, the most of them realize that an article which has stood the test for seventy years must be the best obtainable.

The profit for you is liberal, and means something when you consider how easily this brand is sold.

Cow Brand rises as sure as the sun

Even children know the label

LET YOUR JOBBER SUPPLY YOU.

Church & Dwight, Limited

MONTREAL, Canada

Manufacturers Established over 70 Years

Brighten your stock with Cow Brand

Dwight's Cow Brand is your protection

JOHN DWIGHT & CO'S
TRADE MARK
BAKING SODA

Avoid the "just-as-good" kind

Your stock is incomplete without it

SNAPS

STUDY THESE PRICES **VERY BIG PROFITS FOR YOU**

You can rely on the quality of these goods in every sense of the word. We have been dealing in goods of quality ever since 1869.

Being the largest wholesale general food distributors in the Dominion, we can quote you best possible prices on groceries, produce, provisions, flour and feed. We make the largest importations of refined sugar, raw sugar and Barbadoes Molasses. Remember, too

Now Is Seed Time. We are the Agricultural Seedsmen.

Can supply you with the most reliable brands of Timothy, Clover, Corn, Oats, Barley, Wheat and Tares.

OUR SPECIALTY

Car load lots of Flour, Feed, Oats, Barley, Corn, Bran, Shorts, GREEN MOUNTAIN POTATOES, and also the PRINCE EDWARD ISLAND VARIETY.

Salmon

		Per case
RED SOCKEYE	"AUTUMN LEAF" Brand (½ lb.), 8 doz. case	$10.00
	"FALCON" Brand (½ lb.), 8 doz. case	9.25
	"GOLDEN LINK" Brand (1 lb. talls), 4 doz. case	9.50
ALASKA RED	"LIFE BUOY" Brand (1 lb. talls), 4 doz. case	8.50
COHOES	"COCK O' NORTH" Brand (1 lb. talls) 4 doz. case	8.00
PINK SALMON	"SALADA BRAND" (1 lb. talls), 4 doz. case	3.85
WHITE SPRING SALMON	"AUTO" Brand (1 lb. talls), 4 doz. case	3.50

More Bargains!

PRIME WINTER EVAPORATED APPLES, 50 lb. boxes, lb.	5c
HAND PICKED RANGOON BEANS, 2 bushel bags, bush.	$1.90
HAND PICKED AUSTRIAN BEANS, 2 bushel bags, bush.	2.25
YELLOW BEANS, 2 bushel bags, bush.	2.25
CANADIAN BEAUTY SOUP PEAS, bush.	2.25
N.B.—These peas are hand-picked, and guaranteed to cook in 1½ hours.	
BARBADOES MUSCAVADO RAW SUGAR, 224 lb. sacks, per 100 lbs.	3.75

Imported Peas

LA MALINOISE	Tres Fins, 100 tins to case	$12.00
	Fins	11.00
	Moyen, No. 1	9.50
	Petits Pois, No. 2	9.00
LA FLANDRE	Petit Pois Moyen, 100 tins to case	8.65
	Petit Pois Gros, 100 tins to case	8.50

Jams and Pickles

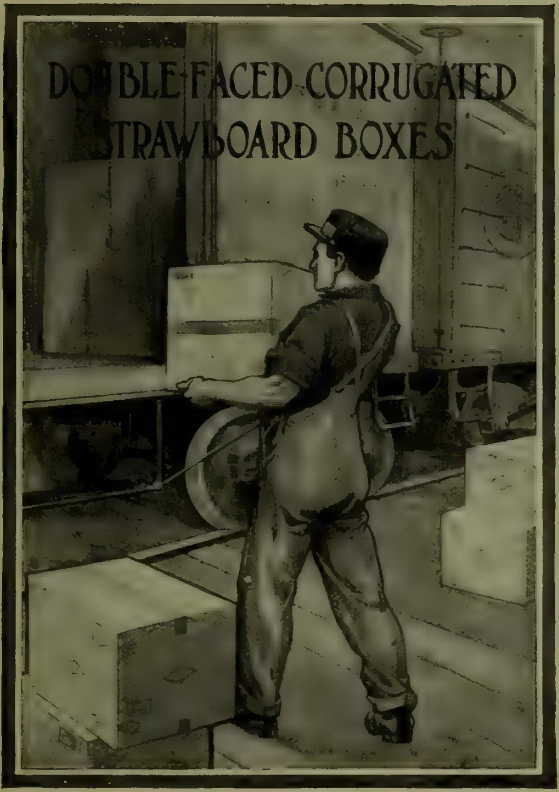
If you want the equal of the imported, the "made and grown in Canada" goods, at the right price, ask us for samples and quotations. These goods won't last long.

Write or Wire Requirements to Dept. C. We Guarantee Quality

JOSEPH WARD & CO. 115 Youville Square MONTREAL

Established 1869

REDUCE



- --Your Shipping-Room Labor
- --Your Shipping-Room Expense
- --The Storage Space for Your Stock of Boxes
- --Your Freight Bills
- --Your Chances of Boxes Splitting, with Damage to Their Contents
- --The Time Usually Required in Boxing Goods for Immediate Shipment and Thereby Facilitate Quicker Service

—— by using ——

Double-faced T&N Corrugated

CELLULAR BOARD BOXES

Thousands of dollars are bening saved every year by the use of these boxes. They are stronger, lighter, and cheaper than the old-time wooden box, even for shipping very frail articles such as Glass, etc. They will stand the abuse that Freight shipped boxes are given, when a wooden box a great deal heavier and thicker would split open.

There is no nailing or wiring—all that is required is to give the flaps a few daubs of cement with a brush and they are there to stay—they can't be pried open and relieved of their contents.

A small boy can do your boxing just as well as a man—no experience is required in setting up—very little room is necessary to keep your stock of boxes—freight and cartage bills are reduced. In fact, your overhead expenses will be greatly reduced without taking chances on damage in transit.

We make boxes to suit your special requirements. Write to-day for information re **Railway Regulations regarding shipping in double-faced corrugated boxes.** Mention whether you ship by freight or express and what is the usual weight and class of goods you ship.

Write Now.

The Thompson & Norris Co. of Canada, Limited

NIAGARA FALLS - - - - - CANADA

Factories: Brooklyn, N.Y. Boston, Mass. Brookville, Ind. London, Eng. Julich, Germany

THE COMING
INDUSTRIAL
METROPOLIS
OF QUEBEC

MAISON

The Ideal Cit

MR. MANUFACTURER OF FOODSTUFFS, you are seeking the most advantageous location for your factory. Then you will have regard for these facts about Maisonneuve, the most rapidly-growing industrial city in Canada. There are reasons.

ACCESSIBILITY. Maisonneuve is easily reached from all points, lying directly alongside Montreal, with its stores and supplies, affording convenient market for the purchase of raw material and marketing of finished products.

SHIPPING FACILITIES. The C.P.R., C.N.R. and the G.T., with a terminal electric railway linking them all together, furnish sidings for practically all sites, besides which there is the St. Lawrence River with its great docks for ocean liners and up-the-lake boats.

IMPORTANT CONCESSIONS. Ten years' exemption from taxes are freely offered the bona fide manufacturer.

SPLENDID SITES along the terminal railway and elsewhere are available at low prices.

ALL THE IMPROVEMENTS, gas, electricity, water, sewers, power, are readily obtainable.

LOW POWER RATES, the result of competing electric companies, give the manufacturer in Maisonneuve a very distinct advantage.

NEUVE

THE COMING
INDUSTRIAL
METROPOLIS
OF QUEBEC

for Your Factory

FREEDOM FROM LABOR TROUBLES is offered by Maisonneuve, which has the finest labor market in the Dominion of Canada, male and female, skilled and unskilled, for practically all the workmen own their own homes.

A CONSUMING MARKET of six hundred thousand at your very door is an advantage every manufacturer will recognize, particularly when joined with the economy and convenience of a moderate-sized city.

MAISONNEUVE has a population of thirty thousand people, churches of all denominations, schools, both Protestant and Catholic, theatres, shops, department stores, parks, beautiful shaded streets, mammoth industries, including the UNITED SHOE CO., THE MONTREAL STEEL WORKS, and the VICKERS-MAXIM CO.

GET IN TOUCH with this enterprising town. We can make it worth your while to locate here in Maisonneuve, the Pittsburg of Canada.

FOR FACTORY SITES, WRITE:

M. G. ECREMENT,
Sec.-Treas. Maisonneuve

AUTOMATIC COMPUTING SCALES

—FOR—

PROGRESSIVE MERCHANTS

Prices $25.00 up.

Capacity 2 to 100 lbs.

Terms: Small monthly payments, or for cash.

Guarantee with every scale.

Over 16 years on the market.

DETROIT AUTOMATIC SCALE COMPANY

DETROIT, MICH.

Offices in Leading Cities throughout Canada

MILLMAN
GROCER
THERE IS A DIFFERENCE.
RICHARDS QUICK NAPTHA SOAP IS DIFFERENT FROM OTHER MAKES IT IS MADE TO DO THINGS WHICH OTHER SOAPS WILL NOT DO TO LATHER FREELY IN ANY KIND OF WATER, HARD AS WELL AS SOFT TO WORK BEST IN COLD LUKEWARM WATER TO LOOSEN DIRT WITHOUT HARD RUBBING TROUBLESOME BOILING IN A STEAM DRIPPING KITCHEN TRY IT.
Sweetens the water
Removes Grease
QUICK NAPTHA
QUICK NAPTHA

26½%
PROFIT FOR YOU

Date 1913

....

Wholesale Grocers.

....

Gentlemen:

Send us, FREE OF CHARGE, Twenty (5c.) Bars of Quick-Naptha Soap, one large Window Display, including colored paper, Special Signs and Display Cartons, and 50 Premium lists (with our name and address).

In consideration of these Free Goods you may ship us from Woodstock, Freight prepaid, the following assortment of Soaps:—

5 cases ......Richards Quick-Naptha Soap. ......Richards Pure Soap. ......Snow Flake Chips (100 pkg.)	at $4.15	$20.75
20 Bars Quick-Naptha, Free (mentioned above.)		.00
	Total	$20.75

Yours truly,

Name ....

Adress ....

MR. DEALER. FILL OUT THE ABOVE AND MAIL TO YOUR WHOLESALER *TO-DAY*. THIS IS AN EXCEPTIONAL OFFER FOR AN *EXCEPTIONAL* SOAP.

The RICHARDS PURE SOAP CO., Limited - Woodstock, Ontario

There will be a

BIG DEMAND

this year for

KEATING'S POWDER

YOU will be asked for it. "Keatings's" Kills **EVERY** Bug, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is now on. It will run right through the summer, and this year be larger than ever.

CANADIAN SALES CHECK BOOKS, LIMITED

Manufacturers Carbon, Leaf and Carbon Back Counter Check Books.

Special discount for mail orders.

Write for samples.

126 Wellington St. West, Toronto

Welcomed by the housewife.

This substitute for expensive butter, lard and oil will be welcomed by the economical housewife. It will be welcomed by the woman of discriminating tastes, because of its delicate flavor and absolute purity.

NUT-LARD

Nature's own substitute for lard, butter and oil for cooking purposes.

A Vegetable Product of Absolute Purity

NOURISHING - ECONOMICAL

The present high cost of living has led scientists to experiment on the production of eatables that will reduce living expenses. After years of experimenting, a nut has been found, which grows in abundance, and the oil of which, when scientifically prepared, forms a very digestible fat which takes the place of the usual oils and grease used in baking and cooking.

Free From Cotton Oil.

It is a delicate fat, 100 per cent. pure. Is light on the stomach, and the price is materially lower than any fat now used, such as butter, pork, lard, oils, etc. You will find ready sale for it in every household, bakers' shops, biscuit manufactory, and wherever lards, etc., are used. Profits are good.

Send for prices to-day.

We are open to appoint agents in all parts of the Dominion except Toronto, and invite Correspondence.

ADDRESS:

J. Russell Murray - 6 St. Sacrament Street
MONTREAL

MANUFACTURED BY

Rocca, Tassy & DeRoux - Marseille

BANNER L&B BRAND

JAMS, JELLIES, MARMALADES

The true, luscious fresh fruit flavor of L. & B. Banner Brand Products is bringing these lines rapidly to the front and making for them a permanent place in the homes of thousands of customers. "Banner Brand" goods comply with every requirement of the Pure Food and Drug Act of Canada. Absolutely no adulterations are used—nothing but combined fruits and best granulated sugar.

Have you tried **L. & B. Banner Brand Maple Syrup**? Send in your order at once.

Neatly put up in 12 oz. glass jars, 2, 5 and 7-lb. Gold lacquered pails and 30-lb. wooden pails.

LINDNERS LIMITED

340 DUFFERIN STREET **TORONTO**
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., **Toronto**

WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers
Winnipeg, Regina, Calgary and Edmonton

CENTURY

Century Salt possesses a reputation for unvarying excellence which has been won only after years of experimenting in the attainment of perfection in quality. Best for table and dairy. Century salt costs no more than unknown brands—sell the kind that will hold your particular trade.

Dominion Salt Co., Limited

Manufacturers and Shippers

SARNIA - ONTARIO

SALT

A MAN IS KNOWN BY THE COMPANY HE KEEPS --- A MERCHANT BY THE GOODS HE SELLS---

Every time you sell a package of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

you give your customer one more proof that you are a quality grocer.

That's one reason why it pays to specialize on the 57 Varieties. The others are steady demand—easy sales and quick turn-over of capital.

H. J. Heinz Company

LEITCH
ANCHOR BRAND
OAK LAKE

EVERY POUND OF ANCHOR BRAND FLOUR

is guaranteed uniformly Excellent

and in making the above statement we quite realize the full extent of the meaning and weight of the adjectives used—were we in the experimental stage, we would issue no such broad and positive a guarantee, but our experience as Grain Merchants and Manufacturers of Choice Manitoba Hard Wheat Flours covers twenty-five years and our reputation in both capacities is what we regard as our best asset, which is at all times safeguarded with the most jealous care.

Anchor Brand Flour is not manufactured for nor sold to the masses but restricted, as we have claimed during 25 years, for the use of discriminating consumers who care for something **a little better than the best**—it being quite possible to attain this Standard by grinding but the high-grade wheats.

FREE to Missourians:—3 lb. Samples put up in attractively lithographed cotton bags for distribution through Dealers.

LEITCH BROTHERS' FLOUR MILLS, LIMITED

"Millers of Quality"

Oak Lake - Manitoba - Canada

BEANS AND PEAS

White Haricot Beans
White Pea Beans
Rangoon Beans
Large White Peas
Split Peas
New Zealand Butter

Rice
Lentils
Pearl Barley
Pot Barley
Pea Flour
Potato Flour
Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.,
23, St. Mary Axe, London, E.C. (England)
Cables: "CHYLE, LONDON."
(A.B.C. Code, 5th Edition used.)

TAROL

Tar and Cod Liver Oil Syrup

Country Dealers:—

Why not provide the family cough cures as well as the other things? There's a nice profit for you, and when recommending

MORIN'S LINE

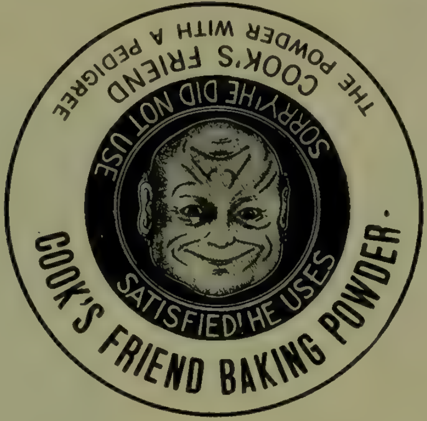
You can rest assured that you are laying the basis for a nice trade.

Get our General List.

There's more than one interesting line.

Dr. Ed. Morin & Co., Limited
QUEBEC

Turn This Upside Down



Turn This Upside Down

Send immediately for exact likeness of yourself which is on the other side of the illustration.

W. D. McLaren, Limited, Montreal

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada.

McVITIE & PRICE

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Purnell's Fine Pickles

IN PURE MALT VINEGAR

Nor do we stop at purity in the Vinegar which is specially brewed for our Pickle and Sauce Department. We select the very finest, freshest vegetables and exercise the strictest care in handling them from the moment they leave the farms until they are ready for table use.

"PURNELL'S Pickles Please Particular People."

Purnell & Panter, Limited

Malt Vinegar, Sauce and Pickle Makers
Bristol, England

SAVON PUR :: GARANTI SANS FRAUDE ::

"SHELL" BRAND

Castile Soap

("La Coquille")

The Standard of Purity
A Pure Oil Soap

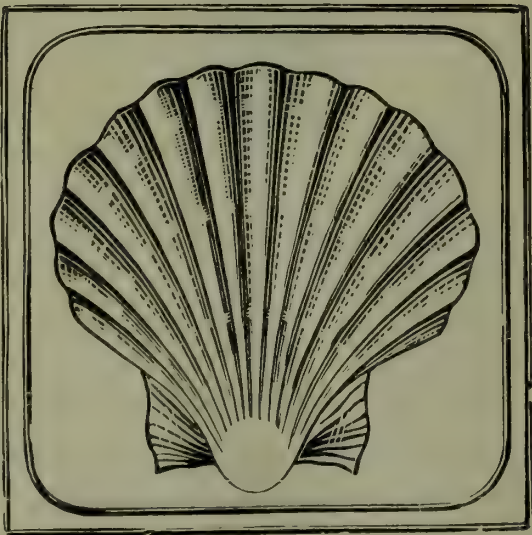
Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

For sale by all wholesale houses.

GENERAL AGENTS

P. L. MASON & CO.

TORONTO



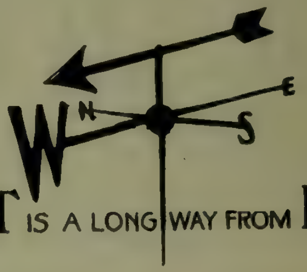
RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.



WEST IS A LONG WAY FROM **EAST**

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered.

Write us about your particular needs in this direction.

IT PAYS TO USE THE

REGINA STORAGE AND FORWARDING COMPANY
LIMITED REGINA

OUR 2 LB. SCALE

For the Confectionery Counter.

The latest addition to our family of

Brantford Scales

Many of the Best and Brightest Grocers in Canada are using them. Many more are going to. All are giving absolute satisfaction. Write us for Catalogue, Prices and our easy payment plan on Computing Scales, Computing Cheese Cutters and Meat Slicers.

The Brantford Scale Co., Ltd.
BRANTFORD - - ONTARIO
The Only Makers of Computing Scales in Canada.

THIS is the washing blue that gives satisfaction both sides the counter. No blue can do more, and you cannot afford to stock any that does less. Remember that when you are about to order.

Every time a woman uses OCEAN BLUE, she marvels at the whiteness and brightness it leaves upon the clothes. That's one source of satisfaction which inevitably leads to permanently profitable custom at the counter, and satisfaction behind it.

Order through your jobber, or write us for samples and prices of

OCEAN BLUE.

HARGREAVES (Canada) Ltd.
33, Front Street, E. TORONTO

"THE NATION BUILDER"

Makes Peerless Porridge

Premium in every 25c Package

Coupon in every 10c Package

A Rapid Seller

The rapidly growing popularity of CANUCK OATS is the result of the extensive consumer advertising we have done to bring before the good housewife the plain, unvarnished facts about this cereal. This one fact alone is proof positive the the Quality of "CANUCK" is the first consideration. Only ten per cent. of the best oats in the country are actually good enough to be used in "CANUCK OATS"—therefore the fine, rich, nutty flavor of porridge made from "Canuck."

The Chisholm Milling Company, Limited

JARVIS ST. **TORONTO**

May be obtained from:
J. H. E. Davis, The Chisholm Milling Co., Limited, 109 Youville Square, Montreal, Que.
Fenwick, Hendry & Co., Kingston.
D. Stewart Robertson & Sons, Ottawa.
King & Booth, Hamilton.
Or any Wholesale Grocer.

A large London (Eng.) Tea Firm asked their correspondents in Montreal to send them samples of the best brand of Tea sold in this Counrty. They sent them Red Rose Tea.

"Good Seed that brought a bountiful harvest."

We realized in the Springtime of our business that the **Quality** of the goods sold must be of first importance and we determined to lay a sure foundation.

We were the first in this Country to appreciate the quality and value of the Teas of Northern India, especially those of the Province of Assam, which is said to be the native home of the tea bush. These teas are noted for their richness, combined with their strength and fine full flavor, being better matured teas and grown on soil of which the tea bush is native—the tea keeps its full strength and flavor for a much longer period than Ceylon Teas; Ceylon not being the native home of the tea bush, it having been transplanted there.

Ceylon produces more delicate and flavory teas, but it is by blending Assam Teas, with their rich full flavor and strength, with those of Ceylon, that the very best results have been obtained. In fact, the careful and proper selection of these teas and blending of certain proportions of each, has probably been the main cause of the great popularity of Red Rose Tea.

The good-will of the trade has been a most important factor in the success of our business. We believe we have this in a very large degree. Fair methods, good salesmen, good advertising have helped very largely to get this, but the principal reason has been that merchants generally appreciate the splendid quality of Red Rose Tea and use it in their own homes, which makes it very easy for them to recommend it to their customers.

The enormous sales of Red Rose Tea and its outstanding position in the tea trade has proven that we are certainly having a bountiful harvest.

Red Rose Tea

"IS GOOD TEA"

Packed in the Largest and Best-Equipped Tea-Packing and Blending Warehouse in Canada.

Success in Pleasing

is the short cut to prosperity; hence a range of household helps of best quality which every grocer can sell with sure knowledge that his customers endorse every claim made for them.

Brasso Metal Polish
Reckitt's Blue
Zebra Stove Polish
Dome Blacklead

Agents—
GILMOUR BROS. & CO., - 25 St. Peter St., MONTREAL

Quality—The Business Builder

In the last two years, 1912 and 1911, the increase alone in the consumption of "SALADA" tea amounted to **2,314,026** lbs. or 200 car-loads of tea, which is equal to

8 FULL TRAIN LOADS

But think of this! That even after these enormous increases, we have a further increase in the first fourteen weeks of this year, over the same period of 1912 of **251,066** lbs., equal to 21 car-loads. What could speak so strongly for "SALADA'S" quality as this wonderful evidence of Public Opinion?

"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia.

Metal Screw-Topped Glass Jar. 2lb. Size

RECOMMEND

PINK'S

HIGH CLASS JAMS

TO YOUR LADY BUYERS

IT MAKES ALL THE DIFFERENCE TO THE SUCCESS OF THEIR PASTRY AND THEY WILL APPRECIATE YOUR ADVICE.

THE VERY CHOICEST INGREDIENTS ARE CHOSEN IN PREPARING THEM.

LASTLY—YET BY NO MEANS THE WEAKEST POINT IN ITS FAVOUR — THE PROFIT IS GOOD.

Write NOW for Special Canadian List, Containing Full Particulars to

E. & T. PINK LTD., LONDON, ENG.

BUYERS in VANCOUVER AND DISTRICT SHOULD APPLY TO OUR AGENTS IN THAT CITY,
Messrs. EMERSON BAMFORD CO.

THE NEW HOME
OF
DAYTON SCALES

THE LARGEST
COMPUTING
SCALE
FACTORY
UNDER THE
BRITISH
FLAG

The increased demand for DAYTON SCALES has made this new factory necessary.

A CANADIAN
COMPANY
A CANADIAN
PRODUCT
MADE BY
CANADIAN
MECHANICS

The Service Maker

Saves Time and Profit

Increase your efficiency and your clerk's by using DAYTON Scales.

A glance shows you the weight and selling price of the article.

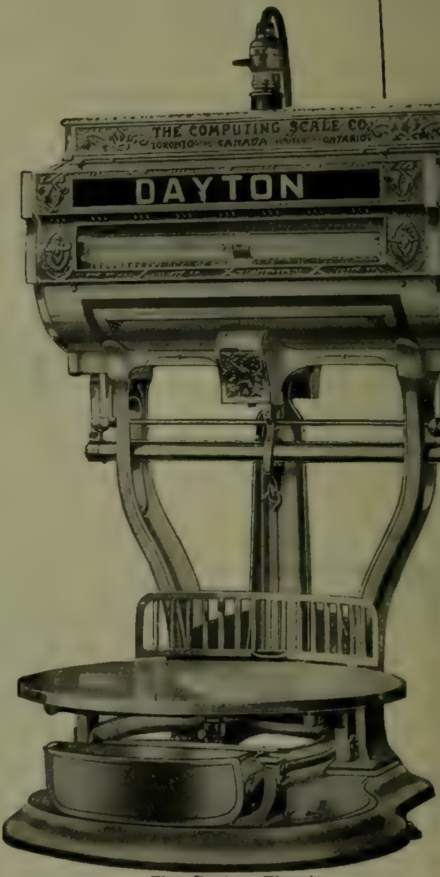
Accurate quick weighing saves time and profit.

Automatic to the full capacity.

No LOOSE WEIGHTS, POISES or ADJUSTMENTS to get out of order.

DAYTON SCALES are guaranteed to weigh and compute accurately—part of the mechanism being GUARANTEED for TEN YEARS.

"Ask the man who uses one."



The Dayton Electric
Only low platform scale made.

**The Computing Scale
Company of Canada, Ltd.
TORONTO, ONTARIO**

CANADIAN GROCER

SPRING SALES NUMBER

April 18, 1913

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

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TORONTO, APRIL 18, 1913

OUR SPRING NUMBER.

ONCE again we present to readers, our Annual Spring Sales Number. In this issue we have made features of two things in particular—salesmanship in the retail store, and system in business management. We have endeavored to show by getting first-hand information from many of Canada's best retail dealers, that it is a simple matter to create new business. Methods are given by the score where men have used their selling power to dispose of more goods than customers would otherwise have purchased had they been left to their own initiative.

Other things being equal, it is the man who possesses the greatest power to create sales, who makes the greatest success. No merchant who lacks this power entirely will ever make a success unless lack of competition or the special advantages of location simply force business upon him. Therefore, while every reader of The Grocer is a salesman rather than an order-taker, all should go through this issue to find out other good methods some of their confreres are using. Different men have different methods. Here these methods are brought together in concise form and are respectfully commended to the attention of our many readers.

In this connection, the editorial staff desire to express their appreciation of the willingness with which our friends in the trade extended every courtesy in giving us the information asked for with which to compile these articles

QUALITY STANDS AT THE TOP.

NO one will ever be charged with not being sound in the faith who preaches quality. Quality is the very foundation of success in business. Capital, knowledge, enterprise are important, but these will not stand when quality is absent.

It is quality that gives character, and character is as necessary to a business as it is to an individual.

Customers who have become converted to quality give in return their confidence and this is the sheet anchor which holds business.

Goods sold on their reputation may not always earn a better profit than those that are sold on their price, but they do most of the time.

Quality is profitable unto all things in the business world.

◆

WATCHING THE WRONG COMPETITOR.

MANY merchants, and particularly those doing business in country districts not fortunate in having a newspaper as an advertising medium between themselves and their natural consumers, are often greatly worried by the inroads of mail order houses. They find that the very people whose accounts they carry for one, six, and sometimes twelve months, send cash to the mail order houses, and there purchase half their goods. They know that they can sell just as cheaply and often cheaper, under the prices named in the catalogues of the big houses.

This is a problem which has puzzled many of them and they find it difficult to get at the root of the trouble.

In nine cases out of ten the cause lies in the lack of energy and diplomacy on the part of the merchants. They get into a rut and stay there. They do not utilize their faculties to advantage in overcoming this disadvantage and much too frequently do they watch the wrong competitor. They believe if they can sell as cheaply as the opposition across the street or on the next concession line, cut prices when he does, pay the farmers' wives a cent more for eggs than other merchants, they are on the fair road to success and are going to attract a greater share of the trade than their local competitors.

These wrong ideas have been the cause for many a downfall when success might have been achieved. Instead of booming their own business by impressing upon their natural customers the quality of their goods and the values they are getting for their money, they keep their eyes fixed on what the merchant on the next corner is doing.

The outcome of this i sthat a price on a certain article is cut by one of the number and the rest follow in his footsteps to the detriment of the manufacturer of that article and their own profits. The time soon comes when it is discovered a profit cannot be made; they either purchase a substitute or give up handling it. The manufacturer loses business and the merchant loses profits. The effect is far-reaching.

An essential accompaniment to the success of a country town or village is enterprise among the merchants. They have got to do the booming if they want to secure business and the securing of business means the building up of a place more attractive to the farmers and with greater prestige in the commercial arena. Where merchants judiciously advertise their goods in their home town there will be found few vacant stores and empty houses. They have to be alive to not only their own interests, but to the interests of the whole community. They must see that the money earned in their own district is spent in their home town and to do this there must exist good-fellowship and good-will among them.

Cutting each others' throats at the expense of allowing the money to go to the mail order houses is undoubtedly poor policy, and if carried on to excess spells failure for those who practise it.

A MOTTO FOR THE CLERK.

NONE but an enthusiastic clerk is of any particular value to a merchant. Unless the clerk has life, energy and initiative and is loyal to the store, he ought to be somewhere else.

When the dealer has a young salesman who has enthusiasm for building up the business, who helps to devise new methods, who takes a pride in having the windows attractively dressed and who is loyal to the best interests of his employer, he has an asset that will be well worth his while holding. A clerk who is a good, live, enthusiastic salesman is much in demand these days because the best merchants realize that any other kind is not advantageous to their business welfare.

Enthusiasm should, therefore, become a part of the policy of every salesman. With enthusiasm soon come the necessary attributes—courtesy, politeness, and a desire to give satisfaction in service. The clerk who is not enthusiastic goes about the store as if it were always six o'clock in the afternoon and he had been out the night before. He can be easily spotted by customers who soon discover the service he attempts to render is not up to requirements and so dissatisfaction is caused.

"Be enthusiastic," is a good motto for every young man behind the counter.

A FILE FOR NEW IDEAS.

IN discussing ways and means for keeping abreast of the times, a prominent Western wholesaler said recently that he considered a scrap book for new ideas one of the best aids possible. In this could be placed interesting items relative to the business which could be utilized as the merchant deemed it advisable to brush up or make a change in the business system.

"Competition is growing keener every day in every line of business," he said, "and it is coming more and more to be a time when neither precedence nor capital count for business superiority. The conditions demand the survival of the fittest. The fact that yours is an old and well established firm has its weight; the fact that you have your own money to back your institution is much to your advantage but neither of these conditions will secure your position against a competitor who has been thoroughly trained in the keenest kind of system. The man with business ability will soon find ample capital to back his enterprise, and his peer of strong and timely assertion will sooner or later, discount the reputation your firm has held in the past."

The retailer of to-day finds many more details that require attention than the merchant of ten years ago and if his methods have not kept pace with progress, he may find that he is conducting his business at a far less profit to-day than he was with the same methods a few years back.

"Newspaper Advertisements," "Methods of Special Sales," "Handling the Sales Force," "Show Window Displays," "Dull Season Sales," "Business Methods," "General Interest." These are some of the heads under which every dealer will find ideas coming in daily that can be filed away in a minute's time, where at a leisure hour they can be looked over and a way studied in which they can be applied to one's own business.

This is frequently the explanation of the way the other fellow pays the interest on his capital and the rent on his house, and still sells at the same profit as less fortunate competitors.

SALESMAN OR ORDER-TAKER, WHICH?

ARE you a salesman capable of exercising a real influence in building up your trade, or are you simply an order-taker and unable to satisfy your customers unless you have the articles for which they seek?"

In this connection a splendid illustration was found recently in a Western Ontario store. One of the show cases in the store was entirely devoted to display of fancy soaps, and of these quite a variety was shown. A customer who had seen a certain soap advertised extensively in magazines entered and enquired from the clerk if they stocked that soap.

"No, we haven't got it," was the brilliant conclusion arrived at after a careful inspection of the case by the clerk.

"Well have you got———soap?" suggested the customer. Another careful survey followed and again the reply was in the negative.

The customer probably could think of the name of no other soap which would answer his purpose so left the store, and not without displaying slight irritation at the clerk.

Now that customer didn't really care what particular soap he got so long as he received a fine toilet brand. He had probably seen the line he asked for advertised, liked the copy and the name and decided to try it. The manner in which he approached the clerk clearly showed he had never used that soap before, so that any one of half a dozen soaps would likely have suited him just as well.

The clerk was completely without suggestion or salesmanship. He didn't even thoroughly know his stock to begin with. Right in front of him he had a show-case containing a fine assortment of high-class soaps, but he didn't even think of reading off the names of these. Just because the customer asked for a particular brand he was floored when he found it was not in stock.

Further, that clerk was incapable of sizing up his customers or else he would have noticed from the manner of the customer that he was only curious to try that certain soap, but would have taken any other, provided it were not in stock.

This clerk was simply an order-taker, altogether devoid of originality. Through a little salesmanship he could have made a sale and sent away a pleased customer.

To which class do you belong, Salesman or Order-taker?

THE STORE'S BEST PUBLICITY.

"OUR satisfied customers are the best advertisers." Above the large mirror behind the counter of the store of Hazell & Dawson, Main St., Hamilton, Ont., may be seen the above words transcribed on a neat card.

How true they are! Where is the store that can build up business without satisfying its customers? A dealer may use all the wiles and schemes imaginable to get business, but if he does not make satisfied customers, it profiteth him nothing. Advertising will bring the people to the store. But if the merchant does not back up his advertising with the proper goods, he cannot exist long. His house is founded on the sands, as it were.

But let the retailer satisfy his customers with quality in the goods, and proper character in the store service, and he has a perpetual advertisement working for him. One does not have to go far afield to seek the reason. People communicate their likes and dislikes—particularly the latter—to one another, and it doesn't take long for a report of lack of service or inferiority in goods to spread through a community.

Every dealer should, therefore, work with a view to giving entire satisfaction to every customer. As the above firm intimate in their modest little card, satisfied customers are truly the best advertisers.

◆

WASTING TIME IN FILLING ORDERS.

WHEN a customer enters the store, it will save time to take her complete order before attempting to fill any part of it. In this way much time and many needless steps will be saved, as almost invariably the customer wants two or more articles from the same shelf or section of the store.

Recently the writer observed a clerk make four trips to the cellar while waiting on one customer, simply because he did not get her complete order at the beginning. In making this $1.54 sale, over 12 minutes were actually wasted both for the clerk and the customer. The clerk was drawing too heavily on his energy for the business accomplished by making those three useless trips.

Elsewhere in this issue the reader will see the form used by Arthur Poitras, of the Montreal Royal Grocery, Montreal, in this regard. Another Montreal dealer uses a similar form, but on the back of it is given a seasonable recipe, beside which are advertised articles carried by this dealer and which are called for in the recipe. These forms are used to list the order and in case a cash sale is made the list is totaled and receipted, the form being a guide for the delivery department.

In case the order is charged, the items are transferred to the regular charge slips, thus the entries are clear and free from erasures and other changes.

◆

THE BUSINESS OUTLOOK.

Commenting upon the business outlook, The Financial Post states that both from London and New York, information has been received to the effect that the monetary stringency is relaxing somewhat. Cables from London received by bankers and business houses in Montreal and Toronto are altogether more optimistic than they have been for some time. A still better indication of changing is the ready absorption of recent Canadian issues by the London market.

As yet, however, the situation in Canada has not materially changed. Security prices are, if anything, weaker, but it would be erroneous to take that fact as indicating further tightness of money.

◆

EDITORIAL NOTES.

A salesman's worth to his firm is often based on more than the total of his sales book.

* * *

Learn to measure your days by the work accomplished rather than by the hours put in.

* * *

Evidences of what the dealer can sell if he has an interest in it, are many in this issue.

* * *

Absolute knowledge of where the business stands is half the battle with successful men.

* * *

The man who's too lazy to think out a business problem says, "I'll take a chance"—and thinks he has nerve! (Tooke Talks.)

* * *

The merchant should push collections when money is plentiful, because it is easier to get payment then. He should push collections when money is scarce; because there is always the danger of it getting scarcer. In fact, he should push collections the whole time, whether money is scarce, flush or medium, whether business is rushing or stagnant. This is one rule which can be laid down arbitrarily—and safely.

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EVIDENCES of the SELLING

Actual Sales Made by Grocers Where Customers Have Bee Otherwise—Cases Where Dealers Have Raised Standard o Use to Develop Their Selling Capacities.

> *Salesmanship, according to Sheldon, is the power to persuade people to purchase product at a profit. The salesman must know his goods and must have persuasive power to sell them.*

GRAPE FRUIT TRADE BUILT UP BY DEMONSTRATING USE.

F. McDougall, Ingersoll, Ont., tells of how he built up a trade in grape-fruit, until now his customers have come to regard grape-fruit more as a necessity than a luxury.

"During the past year," he states, "grape-fruit has shown especially fine quality. Color and size have been all that is to be desired, so that to begin with we had very good material to work upon.

"Every clerk was instructed in the different selling points to be used in selling grape-fruit, and made a specialty of speaking to customers along this line. Where customers were ignorant of the methods of preparation they were instructed to cut the fruit at night, remove seeds, sugar it, if they desired, and allow it to stand till morning. Recommendations were given from extensive users and where possible from the friends of the customer to whom an attempt was being made to make a sale. Also different doctors opinions were used in order to give the arguments more weight.

"Through these methods we have built up a very extensive trade so that now to some customers we sell in case lots.

"No doubt nature has helped us greatly for not only has grape-fruit shown splendid quality, but during the past few weeks or months demand for oranges has greatly decreased through lack of fine quality. Thus grape-fruit have been brought to the front to supply the gap."

* * *

HOW CANNED HERRING WERE SOLD FROM A WINDOW TRIM

Fraser, Viger & Co., Montreal, recently had a unique and tasty display of canned herrings in their window. The main body of the window was filled with tins of canned herring, while across the front was a border of baskets of Florida tomatoes. In the centre of the window was a glass server, in the middle of which was placed a can of the herrings opened. Around this were slices of tomatoes, on which were placed some of the herrings. The dish had a border of lettuce. The simplicity of the display lent great force to its drawing powers.

Selling Vegetables.

A Montreal dealer uses small display boxes, about 2 ft. x 3 ft., with sliding glass covers, to exhibit radishes, lettuce, cucumbers, etc., outside the store door during the spring season of the year. By using these boxes the vegetables are protected from rain, snow and frost, yet are in full view of passers-by. The vegetables under the glass always look crisp and tempting. The dealer states these display boxes are a good drawing card and sell a lot of vegetables.

* * *

SEVERAL HUNDRED JARS OF MARMALADE EASILY SOLD

February is usually known as a good marmalade month. Oranges and marmalade both sell well, according as the dealer gets behind them. A good example of the selling power of the retail dealer, in so far as marmalade is concerned, comes from West Toronto. J. M. Evans, a Dundas Street grocer, early in February laid in a stock of some 800 pint jars of orange marmalade, and immediately got behind it with his staff of clerks. It was sold at 20 cents per pint.

Marmalade was shown in one window on attractive glass shelving and on the counters, and was frequently suggested to customers. The result of this marmalade campaign was that before the middle of March more than three-quarters of the entire stock had been disposed of. All this was sold because the selling power of the staff was behind it, no demand whatever having been created by newspaper advertising on the part of any manufacturer. Mr. Evans knew the quality of the goods to be such as he could guarantee to his best customers, and had no hesitation in recommending it.

* * *

UNIQUE WINDOW DISPLAY THAT SOLD SPRING WATER

In the window of Frank Taylor's grocery, at Niagara Falls, Ont., has appeared the following display:—The window was filled with 2 and 5-gallon bottles of spring water. These bottles were placed in a semi-circle, well back in the window. Directly in the centre of the window was placed one 5-gallon glass jar of water as supplied by the city, and which, like most city water, has often been notorious for its bacilli, etc. Against these was placed another 5-gallon jar of pure spring water, which fairly radiated its purity, the water being so clear and sparkling. Between the two jars, one of which was murky and of a dull yellow color, and the other clear as crystal, was a very forceful card, on which was inscribed just one word—"WHICH." That was enough, for one look at the two waters would be sufficient. This display was the more effective, as just about that time the city was being severely criticized for the poor water supplied. Just a few days before several cases of typhoid had broken out, which added considerably to the effectiveness of the display. On the other hand, the source of the spring water was well known, as it was obtained from a famous local spring.

* * *

HOW PERSONAL APPEARANCE BUILT UP GROCERY TRADE

"My how clean that grocer is. You would think that he just stepped out of a band-box and his face and hands are so clean. I'm going to leave my grocer and come over here. I do so like to see a clean grocer. One feels like eating the groceries from a clean shop."

POWER of the RETAILER

rsuaded to Purchase Goods They Would Not Have Bought
ods Sold—Suggestions of Plans Retailers and Clerks May

> *Anyone can hand out goods asked for, but it requires a salesman to create demand. The former is a detriment, the latter an asset and a necessity to a growing business.*

The above conversation overheard by a Grocer representative at the entrance to a Montreal grocery, tells a big story in a few words. Upon investigation it was found that the grocer referred to was very careful about his personal appearances and the appearance of his store. The grocer stated that he had only began business at that stand a few months before. His predecessor had failed because he did not keep a clean store. The clean grocer has built up a fine business in the space of a few months, that now requires the services of four clerks, just by keeping everything clean, even to the clerks. White coats and aprons are used and these are never allowed to get dirty. They are changed as soon as soiled. The store is kept spotlessly clean. It pays.

* * *

PLATTER DISPLAY OF OLIVES INCREASED OLIVE TRADE

F. McDougall & Sons of Ingersoll, Ont. in attempting to increase the sale of olives, over and above actual demand, made use of the following device, which they claim gave splendid results. A large platter containing olives arranged on fresh lettuce leaves was placed in a prominent position on the front counter. In each olive was a bright clean toothpick so that any one wishing to pick up an olive might do so without touching any of the others on the platter. Over all was a sign with the words "Help yourself" printed in large letters, and placed in such a position that every customer would see it upon entering.

Following up this free sampling, a display of bottles of different varieties of olives was arranged on the counter close to the platter, and the shelves directly behind the counter devoted to further display. Every salesclerk made it a point to introduce the subject of olives in some way or other to each customer. If one failed to take advantage of the platter display of her own accord, the clerk reminded her of the purpose for which it had been arranged and placed there. He then explained to her the different varities of olives showing samples and explaining the different qualities of each. Each clerk entering whole souled into the selling contest soon produced splendid results. Mr. McDougall claims that in this way he more than doubled his olive trade, and now does a business in this one line which he would not exchange for a good deal. To sell bottles in half dozen or dozen lots is quite a common occurrence.

* * *

CHANGES THE COUNTER AS THE SEASONS PASS BY.

Grocers know that with the change of seasons new classes of goods sell more readily. There are, however, probably few who follow the seasons with their counters. To explain what this means: Every once in a while one will see a change in the location of the main counter in the store of W. C. Miller, 632 Yonge Street, Toronto. Back in the winter it was on the south side of the store, now it is at the north.

"You see," stated Mr. Miller recently, "the goods behind the counter now are all seasonable lines. The housewife's supply of canned fruits, for instance, is getting low, so I am showing my canned and preserved goods there where they will be more readily seen. All the other spring lines are on this side, whereas on the other are cold weather goods, such as meat extracts, etc. The goods that are seasonable are right behind the counter, where they are handy to get at, and where customers will notice them."

This arrangement saves waste motion in serving customers and obviates the necessity of moving the seasonable lines to where the counter is.

Mr. Miller uses a long narrow table on the side opposite the counter for showing fruits, green vegetables, maple sugar, etc. He divides this into squares and devotes one pile of fruit or other line to each square display space. The wrappers are always taken off the fruit, so that the colors readily catch the eye. This table is a splendid seller for Mr. Miller.

* * *

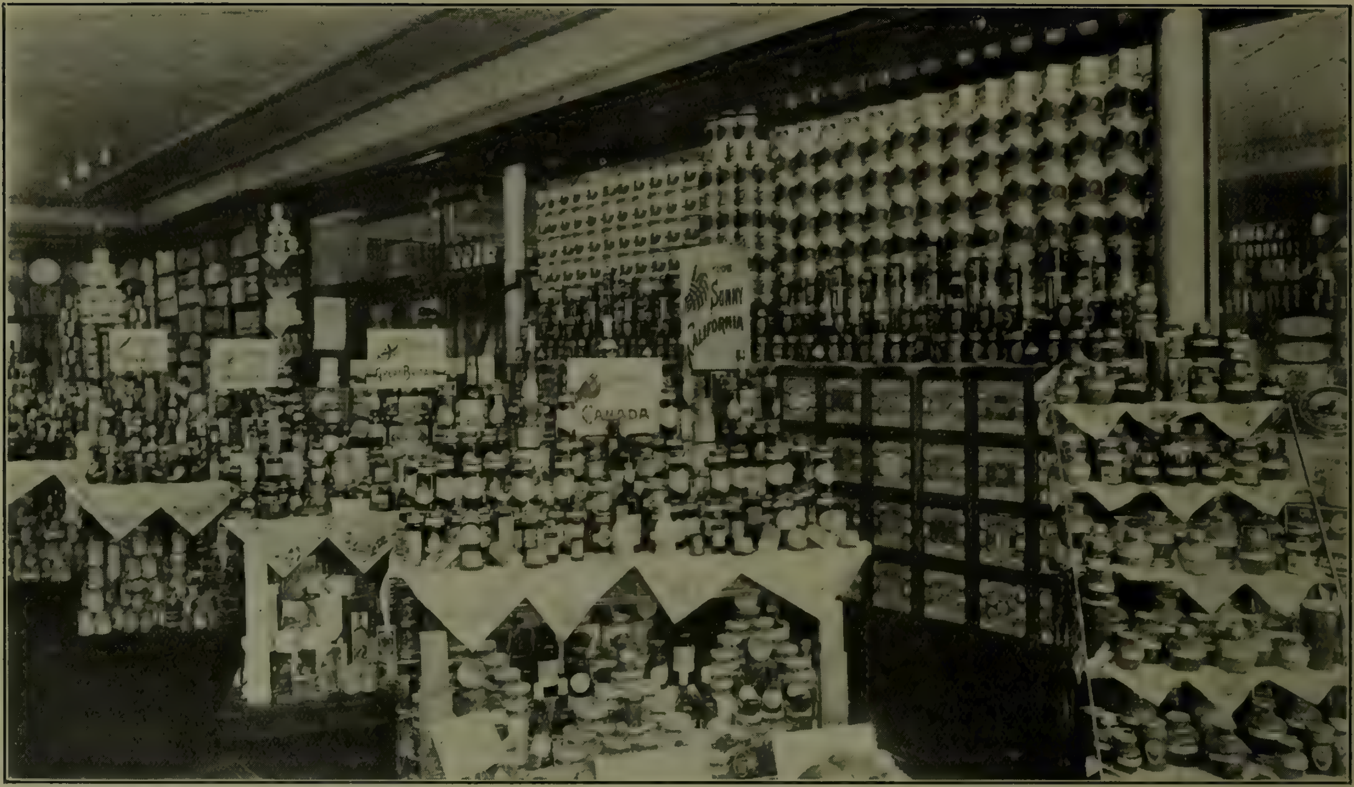
GOING AFTER BUSINESS WITH TRAVELLER'S SAMPLE CASE

Lewis & Son, of Woodstock, Ont., attribute the growth of their business mainly to the method employed by them in going out to the consumer to solicit both new business, and regular weekly business.

Every Monday, Tuesday, Thursday and Friday, Mr. Lewis, jr., canvasses the city taking two days to the North and west sections and the other two days to the south and east.

Mr. Lewis lays great stress on the importance of carrying samples of the goods on sale, and states that there isn't much use in going to the consumer for an order if he hasn't a sample of the goods along with him. "Placing a sample before the housewife," he states, "is more satisfactory in every way than talking for half an hour. It allows her to see exactly what she is getting, and very often merely from the attractiveness of the sample she will buy what otherwise she would have left off the list." On being asked whether the complete trade of a customer could be gained in this way, Mr. Lewis replied, "There are a few things for which people prefer to go to certain stores, but I feel that when I'm through with a customer the chances for another sample man to gain an order are pretty slim."

The outfit carried on such trips consists of a traveller's sample case filled with travellers regular sample tins. This is claimed by Mr. Lewis to be most satisfactory, as it allows samples of many lines to be carried and all displayed in a clean attractive manner to the housewife.



National display tables, showing goods of four nations, in the store of Peebles, Hobson Co., Hamilton, Ont.

Goods of Four Nations on Display Tables

Unique Arrangement in a Hamilton, Ont., Store to Attract Natives of Other Countries—One Table Devoted Exclusively to Each Nationality—Store in Which Only the Best Goods Are Shown—Others Kept in Background—Selling Methods for Introducing New Goods.

FOUR medium-sized tables arranged diagonally down the side of the store opposite the counter, is one of the selling features in the Peebles-Hobson Co.'s grocery establishment, Hamilton, Ont. This feature does not altogether lie in the fact that the tables are there, but because of the arrangement of the goods and the display cards.

On the table nearest the floor, goods made in Canada only are shown. On the next goods made in Great Britain, next in the United States, and lastly those made in France. On the first table is an attractive display card reading "Products of Canada" and about the words is artistically woven a Canadian flag in colors. Each of the other tables is similarly treated.

W. J. Hobson, the proprietor, stated to the writer that while these tables had only been arranged about three weeks previously they had created a good deal of attention already, and made many sales. There are a good many French folk in Hamilton, and when those who are customers of Mr. Hobson come to the store and see their flag over goods produced near their native homes, they naturally want to purchase something. Same applies to former citizens of the United States and Great Britain and, of course, Canadian goods have their special admirers.

Sales are made direct from these tables. Wm. Marsh, head salesman in the Peebles-Hobson store, maintains this is much the better plan. It is a peculiar trait in human nature that creates a longing for the article actually seen, and so that customers will have no complaints to make, the articles picked off the table are wrapped up for them. Not only do these tables sell to particular nationalities, but regular, every-day customers buy from them. They all contain most attractive, high class luxuries and semi-luxuries on which profits are not shaved down, so that they are worth while pushing.

"One has got to show the goods nowadays to sell them," maintains Mr. Hobson. His windows and store interior certainly bear out this view. Goods are displayed on the tables, windows, in showcases, on available spots on the counter, in display cases, and in fact in every place where they will be observed.

"When a new line comes in," Mr. Hobson stated, "we endeavor to create a demand for it at once. It is shown on the counter and brought to the attention of every possible customer. But display alone will only sell a certain amount; you have got to talk up the distinctive character and quality of each new line before best results are obtained. Once you get the article introduced to customers, then it is up to that article to be good enough to bring repeat orders. We cannot do any more.

"To give you an instance. Some time ago we placed in stock a new line of preserved figs in jars. These we put on the counter, talked them into sales and there soon was a run on them. They brought in the repeat orders and I had to replenish the stock in a short time.

"A somewhat similar instance occurred with new Brazil nuts. A bag of these was placed in front of the counter and all we had to do was to introduce them. The quality was so fine that soon they were disposed of. These are but a couple of instances of how we go about introducing new lines."

Best Goods Only Shown.

Another distinctive method in the Peebles-Hobson store is that the goods on display are practically all of high quality and most of them in the high class line.

"For instance," said Mr. Hobson, "a woman picks up one of those fancy jars of preserved peaches; she asks how much they are and when I say 35 cents, or whatever they may be, she frequently buys. If she says they are too expensive altogether she has probably in mind canned peaches at 15 or 18 cents, so I tell her that, of course, we have these, and we usually make the sale."

One will see that the display of the fancy peach has a double power. It sells itself or it suggests a purchase which one of the salesmen must convert into an actual sale.

"Same applies to grapefruit," he added. "We usually show only the 2 and 3 for a quarter in a conspicuous place, and if neither appeal to a customer, she is sold the 4 for a quarter which are kept to the rear of the store."

By showing only the best goods in stock, Mr. Hobson claims that every one who comes into the store carries away a good opinion of the attractive appearance of everything, and this creates a reputation which in itself is a business builder.

Bright Store Secures Customers.

At nights the lights in the windows and throughout the store are kept lit. This, claims the proprietor, has been the means of getting many a new customer.

"One morning an American woman who came in to the store, stated that the night before she had passed on a car with her husband and they had admired the appearance of the store interior. 'I said to my husband,' she told me, 'that that is the place where we should deal.'

"Her account was one of the best I ever had," added Mr. Hobson; "she bought in addition to staples many high class goods, sometimes not even asking the price and never complaining."

This was a case where the extra expense of a little electric fluid paid a good dividend. In reality it became an asset.

Fish and Provisions, Too.

In this store are separate departments for fish and meats. The proprietor claims that customers apreciate this combination. "A busy woman," he says, "doesn't want to be bothered having to deal separately with the grocer, butcher and fish merchant when she can get everything for the table under the one roof, or by means of the phone order." He finds that each department aids the other in getting business.

Sask. Convention: London R.G.A. Annual

Saskatchewan Business Men Hold Convention at Regina With View to Forming Provincial Association—Officers of London R. G. A. Appointed for 1913—Harry Ranahan the New President.

For the purpose of organizing the retail trade throughout the Province of Saskatchewan a convention of all retailers of the province has been announced for May 5, 6 and 7, to be held in Regina. Steps taken towards forming such an association have been very rapid, committees having been formulated, dates fixed, a general secretary appointed, and many preparatory details put through at a recent meeting of representatives from Saskatoon, Moose Jaw and Regina.

The objects of the convention are twofold—First, to consider the forming of a provincial organization, and second, to discuss together such matters as credit, insurance, transportation and traffic claims, advertising, mercantile law, buying and selling, etc.

It is believed that the general conditions, and more especially the financial circumstances of the province, necessitate such an organization, and the convention is looked to with much interest and anxiety by the promoters.

Special rates are being arranged with all railroads for the trip to Regina, and Regina promises to provide a right royal welcome to all who may be sufficiently interested to attend.

* * *

LONDON R.G.A. ANNUAL.

There was a very large attendance at the regular meeting of the London, Ont. Retail Grocers Association on Tuesday, April 8th. It was the beginning of a new year for the association, consequently there was an election of officers. There were several names proposed for President, Messrs. Drake, Wood, McFarlane and Palmer were all nominated in turn, and all declined in favor of Harry Ranahan who is an ex-president. Thos. Shaw was again re-elected treasurer for the fourth time. The retiring president, John Diprose, was presented with a gold headed umbrella as a remembrance of his term in office. Gordon Drake made the presentation in a brief speech telling of the hard work Mr. Diprose had done and how he had increased interest in the meetings. Mr. Diprose made a suitable reply.

Treasurer Thos. Shaw was the recipient of two handsome pieces of Limoges China. Adam Palmer in a happy speech told Mr. Shaw how much the boys thought of him and was sure Mrs. Shaw would appreciate more than ever that her husband was more essential to the Association than ever. Mr. Shaw in a few well chosen words thanked the members for the kindness and their appreciation of his services.

It was decided after considerable discussion to close all grocery stores on Wednesday afternoons during May, June, July, August and September, except when a public holiday falls in the week. This is adding May and September this year. The matter of the annual excursion caused a great deal of discussion. Toronto, Niagara Falls, Port Stanley and Detroit, were all voted on. Detroit won the day. The date set is Wednesday, July 16th.

President-elect Ranahan thanked the members for the honor they had conferred upon him and promised to do his best to make this the most prosperous year in the history of the association.

The following are the officers elected: President, Harry Ranahan, First Vice-President, H. Fountaine, Second Vice-President, J. W. Eedy; Treasurer, Thos. Shaw, Secretary, Jas. McKenzie, Executive Committee G. B. Drake, R. J. Wood, Alf. Cave Adam Palmer, M. V. Charlton, J. A. McFarland and John Diprose; Chairman of Sports and Picnic Committee, E. J. Ryan; Auditors, Wm. McKay and J. A. McFarlane.

After the regular meeting the new executive met and outlined a plan to increase the membership and to see that every grocery store in the city got a card notifying their customers of the Wednesday half holidays.

TRADE NOTES.

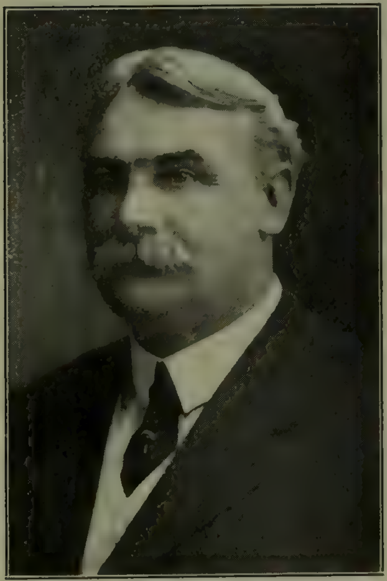
Messrs. Robinson & Downs, formerly of John Scott & Co., are opening a new grocery store at the corner of Wyandotte and Dougall Avenue, Windsor, Ont.

J. P. Wright, representing Charles Bond, Ltd., chocolate manufacturers, of Bristol, England, and Carsons, Ltd., of Glasgow, is in Toronto on his annual trip through Canada. He has arranged for a display for both firms at Toronto Exhibition, and will be in Toronto during its continuance.

The Computing Scale Co., of Canada, Limited, have moved to their new factory, corner Royce and Campbell Avenues, from 164 King Street West, Toronto. Their new factory is well lighted and airy. Everything has been done to make it comfortable for their employees. Efficiency is the keynote.

FIRST ANNUAL CONVENTION ONTARIO R.G.A

ON Wednesday morning, Apr. 16, the first annual convention of the Ontario Retail Grocers' Association opened. This Association was formed on Good Friday last year at Hamilton, Ont., after a number of conferences among retailers at different places. At first the London, Hamilton, Brantford and Toronto Associations were chief among the promoters, but during the year many individuals from other cities, towns and villages have joined. The convention served to bring a large number of Ontario retailers together for two good days' conference, and the membership of the Association has been greatly added to. The visit to the various factories was one of the features of the conference, and those who attended have gone home well pleased with their visit.



D. W. CLARK,
First president of the O.R.G.A., and president Toronto R.G.A.
Re-elected President of the O.R.G.A. for 1913-1914.

The Ontario Retail Grocers' Association held their first annual convention in the King Edward Hotel, Toronto, on Wednesday and Thursday, April 16 and 17. Among the outstanding features of the Wednesday programme were President Clark's and Secretary Miller's reports which are presented in full below. The reports as given by these two men show that the foundation of the association has now been most thoroughly laid. Although a year old the association has already made marked progress and through the interest displayed and energy called forth in every discussion, the future success of the society gives every appearance of being absolutely assured. Interest has spread rapidly. Outside towns where no association has been formed, hearing of the good work being done, have written in voluntarily asking that they too may bear a part of the work and receive a share in the benefits to be derived.

To date the membership has reached the large number of 500 and those who are taking an active part in the association work most sanguinely believe that before the completion of another year the membership will be doubled or even trebled.

JNO. DIPROSE,
President London R.G.A., and a strong Association worker.
Elected First Vice-President of O.R.G.A. for 1913-1914.

The president's and secretary's reports not only do much credit to the efforts of these two officials who from first to last have gone at everything with untiring energy and never flagging zeal, but also on those who have worked with them towards the common goal. Following is the President's address in full:

President's Report.

Gentlemen of the Ontario Retail Grocers' Association,—

I am sure that you, the retail grocers of the province gathered together here in convention, feel that this is a great day in the grocery trade of the province. This, our first annual convention, marks a new and greater era in the history of the trade in Ontario. This is a realization of a hope and desire that has been foremost in many of our minds for many years.

It was one year ago that the Ontario Retail Grocers' Association came into existence—an organization that is bound to do a great deal for the advancement in the standard of grocery merchandising as well as righting many of the grievances at present existing. This can truly be said to be one of the proudest days

ED. HAZELL,
President of the Hamilton R.G.A.
Elected to Executive Board of O.R.G.A., 1913-1914.

in my life and I am sure it no less so to many of you. A year ago you did the honor of electing me the first president of this association. At the time I felt backward in accepting it as I felt I couldn't give the needed time to the work, but having been elected, I decided that I would justify the trust you placed in me, and I have put forth my best effort. The first year in any line of endeavor is never the easiest to travel but with an able executive and the assistance of the associations in different cities and towns, and the individual efforts of members of the trade, excellent progress has been made. I think the present convention, before it draws to a close will fully justify my statement. Our success demonstrates in a convincing manner that the retail grocers feel the need of getting together in an association such as ours where our specific needs and requirements can be dealt with by men who understand them and who are directly interested.

Foundation of Association Well Laid.

We started off by drawing up a platform of our aims and objects which we submitted to the trade throughout the province. The manner in which it was received and approved gave us great encouragement in our work. A good deal of time and labor has been spent during the first year in what might be styled 'ground' work. In erecting a building you know how much work it takes in getting the foundation laid. It is the same way in laying the foundation of a big organization such as ours. Direct results cannot always be seen from a good deal of association work. It might be likened to your show window—you may not be able to see it bringing in direct business, but it is working for you just the same. However, we have endeavored during the year to take up a few problems which would bring immediate benefit to our members. Two of the most important matters of legislation on which we have been concentrating our efforts are amendment to "weights and measures act" and to the "garnishee law." There has been a great deal of work and some delay in getting petitions from all sections sent in and pressure of business at Ottawa makes it necessary to leave the weights and measures question in abeyance until next session. In regard to the garnishee law, which is a provincial enactment, we have been unable to get any one up to the present to introduce this legislation. We are waiting on the provincial secretary, however, to get a pledge from him, and in the meantime every member of the association should see his representative in the legislature and urge him to support this amendment. The garnishee law, as it stands at present, is as you know, grossly unfair to the retail grocer.

W. J. MELLEN,
Ex-President of the Brantford R.G.A.

Other Questions Taken up.

There are many other questions of direct concern to the retail grocer that have to be dealt with. During the year application was made to the Wholesale Grocers' Guild to have discounts allowed on all accounts paid before the 15th of the month, but up to the present we have had no reply from that body. Then again there is the present business tax. I would suggest that a committee be appointed to decide on a plan of tax reform that will be suitable and more just to the retail grocer. Parcel Post is also looming up before us. While this may not affect the grocers in the city to any great extent, it would no doubt prove detrimental to merchants in the small centres and for this reason we should do all in our power to keep it from becoming law.

W. C. MILLER,
Secretary of the Ontario R.G.A. and the busiest man at the convention.
Re-elected Secretary of Ontario R.G.A. for 1913-1914.

Importance of Trade Organization.

A great deal has been said in regard to the value of different branches of the grocery trade getting together, but probably even more can be done by the retail grocers themselves getting together and co-operating to adjust matters between them, eliminate general grievances and make their business more pleasant and profitable. Every grocer should put forth an effort to organize a local association in his town in affiliation with the provincial body. Where there are not enough grocers to from an association, several neighboring towns might get together and organize. I might refer to the work done by the members of the London Association, in going out to nearby districts and organzing several small villages into an association. A good deal of work along this line might be done by association members in other parts of the province. Remember that in union there is strength.

JAS. MAIN,
of Hamilton, one of the vice-presidents during the first year.

Appoint a Permanent Secretary.

There is a great deal of work in conducting and organizing an association such as ours and I think it is unfair to ask any man to undertake all the work that a secretary has to do. It seems too great a sacrifice to his business. For this reason, I would be strongly in favor of appointing a paid organizer and assistant secretary who would be paid on a commission basis.

Many Valuable Suggestions.

There are several things I would like to suggest that might be worked into our association to advantage. It would be well to have a good reporting agency to act as a guard against delinquents who move from place to place. We should co-operate in order to reduce loss by bad debts to a minimum. We might also have an employment bureau where clerks might be secured at a small fee and where clerks in quest of employment might enroll. I would strongly advocate an apprenticing system in Canada similar to that in vogue in the old country as such training tends to make better grocers and better business men. There are too many men entering the grocery business who have no knowledge of it. Wholesalers should discourage those who have had no experience from entering the business as it has a tendency to lower the standard of the trade.

On account of entering another field of endeavor, E. J. Ryan, of London, elected as our first vice-president, found it necessary early in the year to resign his office. Although regretting the loss of his services, we are glad to know we still have his support. John Diprose, elected to his position, has proven an able successor.

In conclusion I wish to thank you for the honor of being your first president, and I also wish to thank the executive for their able assistance during the year. I feel that a good start has been made in an organization which I expect to perform great things for the grocery trade of the province.

D. W. CLARK,
President.

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SECRETARY MILLER'S REPORT.

Toronto, April 15, 1913.

Mr. President and Gentlemen:—

In submitting this, the "First Secretarial Report" of the Ontario Grocers' Association, I do so with a great deal of pleasure.

Organized a little over a year ago, the new association has already made its influence felt from one end of the Province of Ontario to the other. The labors of the Association during the past year have been given over mostly to the work of organization, and at the same time, guarding any legislation which might crop up detrimental to the interests of the Retail Grocers' trade.

Rapid Growth of Association.

Since organization, a year ago, we have affiliated with us associations of Toronto, London, Hamilton, Brantford, Guelph, Windsor, Barrie, Woodstock and Dorchester, together with the voluntary individual membership which we have received since our last general meeting.

Petitions Met With Favor.

The petitions, re the Weights and Measures and Regarnishment of Wages, have been widely circulated throughout the Province of Ontario. A splendid average of these have been returned fully signed, accompanied by letters of encouragement from every source. Almost five thousand signatures are attached to the two petitions.

The consensus of opinion seems to be that the desired legislation is a long looked for relief for the retail trade. Those petitions are now ready to be presented to the Local and Federal House, at such time as our solicitor deems opportune.

I would recommend that the Association, at its Annual Convention expressed to the trade through its "Trade Journals" their appreciation of the co-operation and assistance extended to us in our endeavor to bring about the set amendments, at the same time expressing to the trade journals our sincere thanks for the valuable space and earnest appeals made to the trade through the columns of their papers, and to the publicity given to the deliberations and work of the association during the year.

Favors a Permanent Organizer.

As it is almost impossible for anyone directly identified with the trade to devote any great amount of time to the work of organization, of which there is a great opportunity, I would recommend that the application of Mr. B. Cope, whose communication will be presented to this body and convention, be given due consideration. Mr. Cope comes from the West, where he has been identified with the work of organization, and from papers in his possession appears to have been successful in that direction.

Unity is strength, and if the Association expects to procure any important legislation, we must be numerically strong. It has also been a source of gratification to the members of the executive to have received several voluntary requests from outside points desiring to organize and affiliate with the Ontario body.

Organization 500 Strong.

We have at the present time about 500 paid-up members and feel confident that during the coming year our membership will not only double, but treble itself, before the next annual meeting. The inter-visitations of the different Associations during the year have been conducive of good results and the binding together of closer friendship ties.

A regrettable feature of our work is that in some parts of the country our Association has been unfortunately connected with the Retail Merchants' Association, a few officers of which have been discredited in different parts of the province, with having deliberately made statements regarding our association which were absolutely untrue and uncalled for. It is a regrettable feature that this organization cannot work together with us in unaniminity of purpose, and of progress for the trade.

Our work is now assuming large proportions, and is distributed over a wide area, thus making it impossible for the secretary or any other officers of the association to reach all points in the province, and as we have had on different occasions to mail matter to all parts, we see many places where the association can do good work.

The experiences of the year have been many and varied, and as the corespondence will show, various queries have reached me. In every instance I have endeavored to give the requisite attention with all possible care and promptness. Whatever success may have attended the efforts of the Association can be largely attributed to the fact that we have had the most loyal and hearty co-operation. From all quarters have come manifestations of encouragement, together with the greatest kindness and consideration, and these have been the source of satisfaction and inspiration to the association.

To all of the executive officers and other members who have so generously assisted me in the work of the association, which devolved on me, my thanks are due and tendered. To President Clark, I owe much for his optimism, enthusiasm and encouragement.

Trusting that the convention may be one of greatest possible pleasure to the delegates, and profit to the association, all of which is respectfully submitted.

W. C. MILLER,
Secretary.

Owing to the necessity of this issue going to press before the conclusion of the convention, further particulars are being held over, and will appear in next week's issue.

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CATALOGUES AND BOOKLETS.

A handsome illustrated catalogue has just been issued by Cole's Mfg. Co., Philadelphia, descriptive of new model coffee grinders direct and automatic current driven, of both counter and Pedestal type, also of large single meat chopper and combination coffee mill and meat chopper.

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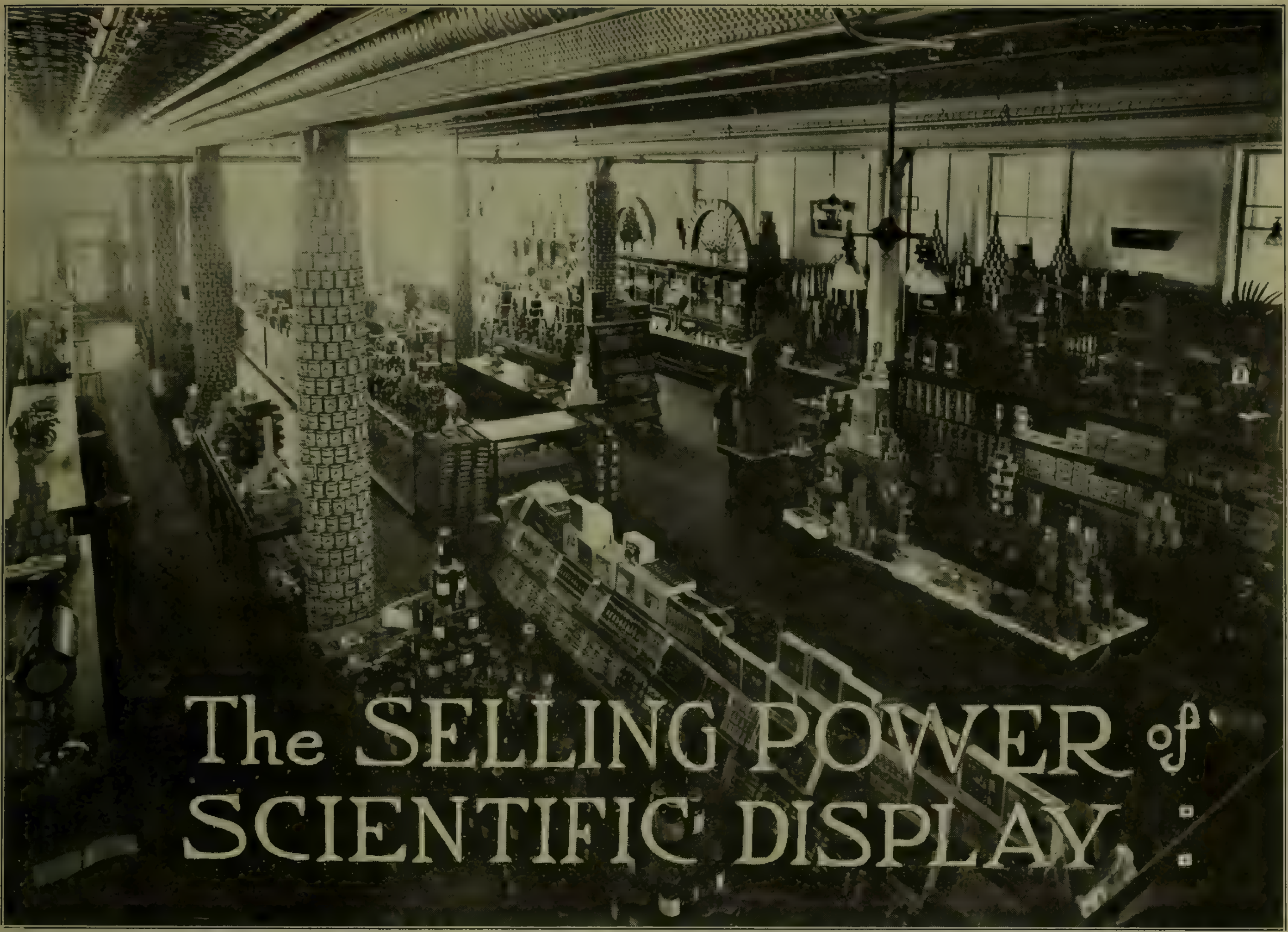
John E. Hill, of Hill & Son, grocers and butchers, Waterford, Ont., has retired. Business will be continued by the son, D. A. Hill.

Clark & Sons, grocers, of Ridgetown, have found it necessary to enlarge their store. The store room at the rear has been added to the main store, giving a thirty-foot extension, and another property has been rented for store room purposes.



The SELLING POWER of SCIENTIFIC DISPLAY

Panoramic view of the handsome grocery store of Robinson & Co., Winnipeg, Man., showing location of the numerous counters, stands, silent salesmen and pillars on, in and around which enormous varieties and quantities of goods can be displayed.

A Business That Grew Up With the West

AMONG the pioneers in the Western Canadian grocery business is the large firm of Robinson and Company, Main Street, Winnipeg. The head of the firm, "Jerry Robinson," — as he is familiarly called by those who know him well, began business in a small way with the beginning of the city. With a well grounded belief in its future, a keen insight into its demands and energy and ability to push along, Robinson & Co. has grown with the West. Its history is one of phenomenal expansion.

Space for the increasing business has always been one of the difficulties facing the management, and last year extensions were made involving an outlay of some $50,000. In this new annex the grocery department is installed.

With good light, ample space and a stock that comprises everything, W. Ketchen, manager of the grocery department, is able to have things the way he wants them and there are few men who have higher ideals of what a store should be.

People Buy What They See.

Mr. Ketchen is a great believer in display. "Let the people see what you have" is one of his mottoes. He believes in the show window being utilized to the utmost. "You must show merchandise and show it well before you can sell it."

"I am a great believer in demonstration," said Mr. Ketchen recently. "We generally have four demonstrators at work here all the time. The old proverb, 'the proof of the pudding is in the eating,' should be taken to heart by every grocery man.

"I believe in the demonstrator and in giving him or her a fair show. If a manufacturer has a new line that appeals good to us, and which we think should go, I believe in giving it time. I would sooner have a demonstrator at work for a month or two months than for a week or a fortnight.

Show Seasonable Lines.

"Follow the seasons" is another maxim of the management. It is jams and spring cleaning specialties to-day—Lent is just past. Hot weather will soon be here. There are always lines for special features. It is of great importance to bring certain lines to the front at the right time."

Demand Created for Quality Canned Goods

Instances Where an Edmonton, Alta., Firm Introduced Expensive Line of Canned Tomatoes—Fact That They Were of Solid Pack and Good Quality Used as Talking Points—Many Cases of a High Priced, but High Quality Line of Preserved Fruits Also Sold Since Last Fall—How The Business Has Grown—Written Rules For Clerks

Written for The Canadian Grocer by J. E. Livingstone.

BEGAN AS APPRENTICE AT 14—MANAGER AT 23.

Jno. E. Livingstone, the author of this article, was made manager of the grocery department of the big Acme store in Edmonton, Alta., two years ago at the age of 23 years. He began his grocery career when 14 years old in Glasgow, Scotland. He had to serve 5 years there before he was allowed to handle the general grocery line and to wait on customers. When 20 years of age, he became manager of the branch store in which he learned the business. Three years ago he came out to Edmonton to try his luck on the Western prairies, and worked for Aitken Bros., in whose store he received his first instructions from a Canadian grocery standpoint. Two years ago he took charge of the Acme grocery department. At that time four clerks were sufficient to give adequate service; to-day the staff consists of twelve.

Mr. Livingstone in this article gives some striking examples of the power of the dealer to create demand for quality goods; his article should be closely read by every grocer.

The Acme store won the Silver Shield as first prize for the best display of groceries at the recent Merchants' Show in Edmonton.

KINDLY allow me space in your valuable paper to state a few facts re the high-class trade and the demand which can be created for the article of good quality. I hold the firm opinion that the retailer can create the demand for high-class fancy groceries, which I have proved in the store by which I am employed. Of course you will find the retailer who will say that their class of business does not call for certain lines on which a good margin of profit can be made, but has he ever tried to sell these lines in his store? No; he is content to let his customers go to the larger stores of the city for those particular articles he states he cannot sell, and as can be easily seen he has lost many a sale and probably not the sale on these articles alone, but whole orders.

In buying fancy groceries the retailer does not require to place large orders for same, but can get a small shipment enclosed of good lines, so that he is not tying his money up to any great extent, and the most important point is that you have got the high-class goods in stock.

The Call is for Quality.

Now I don't think the consumer will buy anywhere that is cheapest. The call to-day is for the Quality and the stores that cater to this class of business, and go right after it, will get the price. Any man will realize at once that here is something that will add considerably to his profits at the end of the year. I maintain that the retailer who carries the good quality lines will sell them and that his business will be considerably improved.

My own experience has been that clerks can create sales for these lines of goods. The store in which I am now employed is considered the finest in Edmonton and our Grocery Department has made the name for itself of being the most up-to-date in Western Canada. Two years ago our business did not amount to very much, considering the size of the store, and let me state here that at this time very little fancy groceries were to be seen on the display cases or shelves. I made it my aim when taking charge of this department two years ago to give the people of this city the best class of goods to be bought, and to see that they would find here all the fancy groceries they would require.

I am glad to state that our sales have steadily increased month by month, and now we are doing about 250% more per month, which goes to prove that if you want to maintain and increase your business, you must, in the first place, study closely the requirements of your customers, and then see that you carry the goods in stock. With sales' clerks who thoroughly understand their business, I am convinced that success will come.

Introduced a Dearer Tomato.

Just a few instances—A certain brand of Tomatoes is sold in this city at 20c per tin. Now this is a good pack, but about two months ago we bought a solid pack tomato which sells for 25c per tin. I was surprised at the sale which this solid pack tomato had in a few weeks, and the clerks now recommend this brand in almost all cases and with good results. Our business demands the best quality goods and on this brand of tomatoes alone our profit is about 35 per cent. as compared with 20 per cent. on the cheaper brands.

Sold High-Priced Canned Fruit.

Again in canned fruits.—We introduced a certain brand which sells for 40c per tin. This seemed a high price for fruit compared with what our customers were in the habit of paying. Now we have a steady demand for them and have, since last fall, sold about 500 cases. Here again our profit is good. I could go on enumerating on different goods, but time and space will not allow, suffice it to say that the store that carries the quality goods, which can be depended upon, is sure to increase its business.

NOTICE TO GROCERY CLERKS.

1.	*Mr. Redford*	*In Charge of Hotel and Cafe business.*
2.	*Mr. S. Brown*	*Fruit department case No. 2 and centre table display, also responsible for general display in store.*
3.	*Mr. Jonas*	*Section 1 and case 1.*
4.	*Mr. Deacon*	*Section 2.*
5.	*Mr. Wilson*	*Section 3 and Refrigerator case.*
6.	*Mr. Herd*	*Section 4.*
7.	*Mr. McWhinnie*	*Provision department.*
8.	*Miss Wilkinson*	*Candy Section.*
9.	*Miss Priestly*	*Telephone order department 9 to 12 and waiting on Ladies during afternoon.*

1. *Clerks must see that the sections allotted to them are kept thoroughly clean and stock in good condition.*
2. *Place all "want orders" daily on desk not later than 4 P.M.*
3. *Each clerk will be held responsible for the stock in their section.*
4. *Telephones must be used as far as possible for business only.*
5. *During business hours attend to business only.*
6. *Clerks must not leave the department without notifying the manager of department.*

Feel the responsibility you have and you will be successful.

Your kind attention to the above will be appreciated by me, and let us all work together to make our department a success.

One City Traveler. *J. E. LIVINGSTONE.*

Reproduction of a notice head of the grocery department of The Acme Store, in Edmonton, Alta., has posted up for the clerks.

Interior view of the grocery department of the Acme Co.'s store in Edmonton.

We display our fancy groceries in the most prominent places in the store. Our show cases and display tables are always attractive and arranged in such a manner that customers are almost led into buying whether they intended to or not. Each clerk in this department has his own particular section to look after, and he is held responsible for the stock and the condition in which the stock is kept. Thorough cleanliness is observed.

Create Demand for Best Goods.

In closing, I would again advise all retailers to buy only the best class of goods and create the demand for them and instruct your clerks as to their superiority over the so-called cheap article. I am certain the business will prosper month by month and that the net profit at the end of the year will be considerably increased.

Best wishes for your paper's success.

◆

HARD TO BELIEVE.

The United States Hen laid 20,400,000,000 eggs in 1912. This is remarkable enough in itself. What is still more remarkable is that every one of the eggs was at one time strictly fresh.

◆

It has been well said that the world turns aside to let any man pass who knows where he is going. The world turns aside to let all leaders pass, always did, and always will. The leader is often simply the man who is not afarid to be in front and who knows where he is headed for.

Confidence of the Customer Necessary

If Recommendations Are to Count for Much—Fort William Dealer Mantains the Retailer is a Power Towards Increasing Sales—Gives Examples From His Own Experience.

By W. S. Johnston, Fort William, Ont.

In order that I might sell goods to the best advantage it has always been my policy to know them thoroughly. Where they are grown or manufactured, how packed, etc., is necessary knowledge to a good salesman. We always, too, make it a point to try travelers' samples on our own table and open goods on arrival and place them where customers can see them.

Building Up a Jam Trade.

That the retailer can sell practically any good line he has a mind to is known to us all. Here is one example: Last autumn I purchased an assortment of jam put up in two-pound tins by a Toronto firm. The goods were new to me, but the sample was fine and size right for my trade. When the goods arrived I opened a tin on the counter. A certain baker, who resides near the store, was in one day buying his house supplies, so I asked him to sample the jam. He did so, and added, "Send me two tins."

Since that time I have sold him two tins every week. These goods show me one of the best margins of any in the store, so I have been building up a profitable trade. Although the goods were new to me and my trade, yet because they were all right I have sold them easily.

This is but one instance. I could quote you somewhat similarly on many other of the lines carried. When once a dealer has the confidence of his customers, as I have always tried to get, he can sell them anything he recommends.

I have a line of baking powder that I have introduced to my trade, and am selling every day. I knew it to be good, got my customers to give it a fair trial, and as good results followed, a splendid trade has been built up.

Specialty Salesmen Know.

I maintain that those who say the dealer cannot create demand are wrong. Progressive retailers who understand their business are doing this every day. I have had considerable experience as driver, clerk and proprietor of different stores, and also head salesman of others, and I have seen demand worked up for many goods. Any specialty traveler who calls on the trade regularly knows that the best retail grocers are capable of introducing goods and creating demand for those goods that appeal to them.

Cleanliness and Service Get the Business

So Declares Montreal Grocer Who Gives Special Prominence to These Two Points—If Newspaper Advertising is to Count for Much, it Must be Backed By Clean, Sanitary Store—Service Includes Courteous Treatment and Satisfactory Goods—A Charcoal Deal Emphasizing Latter Point—Power of the Window.

"A CLEAN store is a far better advertisement than a page ad. every day in the dailies," is the opinion of Alex. Dewitt, proprietor of the grocery store reproduced above, situated at the corner of St. Viateur and Waverly Streets, Montreal, Que.

"A dealer may advertise in the dailies every day and will get a lot of new business in that way, but if his store is not up-to-date and thoroughly clean he will have a difficult task to keep customers coming to his store for their groceries. There is one thing that the particular public demand in a grocery store, and that is absolute cleanliness in the handling and storing of the goods they buy for food.

"The dealer may fool himself by thinking that because the customers do not say anything that they don't notice the dirt and unsaniary methods he allows to exist. He may go along in the old rut for years. His customers may buy from him just because his store is the handiest or the only one in the neighborhood. But the time will come when some shrewd fellow will start an up-to-date store near by, and his customers fall away from him like the leaves from a tree in the fall. When he gets alive to the cause of this it is too late, for his competitor has the confidence of the trade by this time, and has won for himself a niche in the esteem of his customers." Thus in a nutshell Mr. Dewitt gives the secret of his success.

Quality Goods.

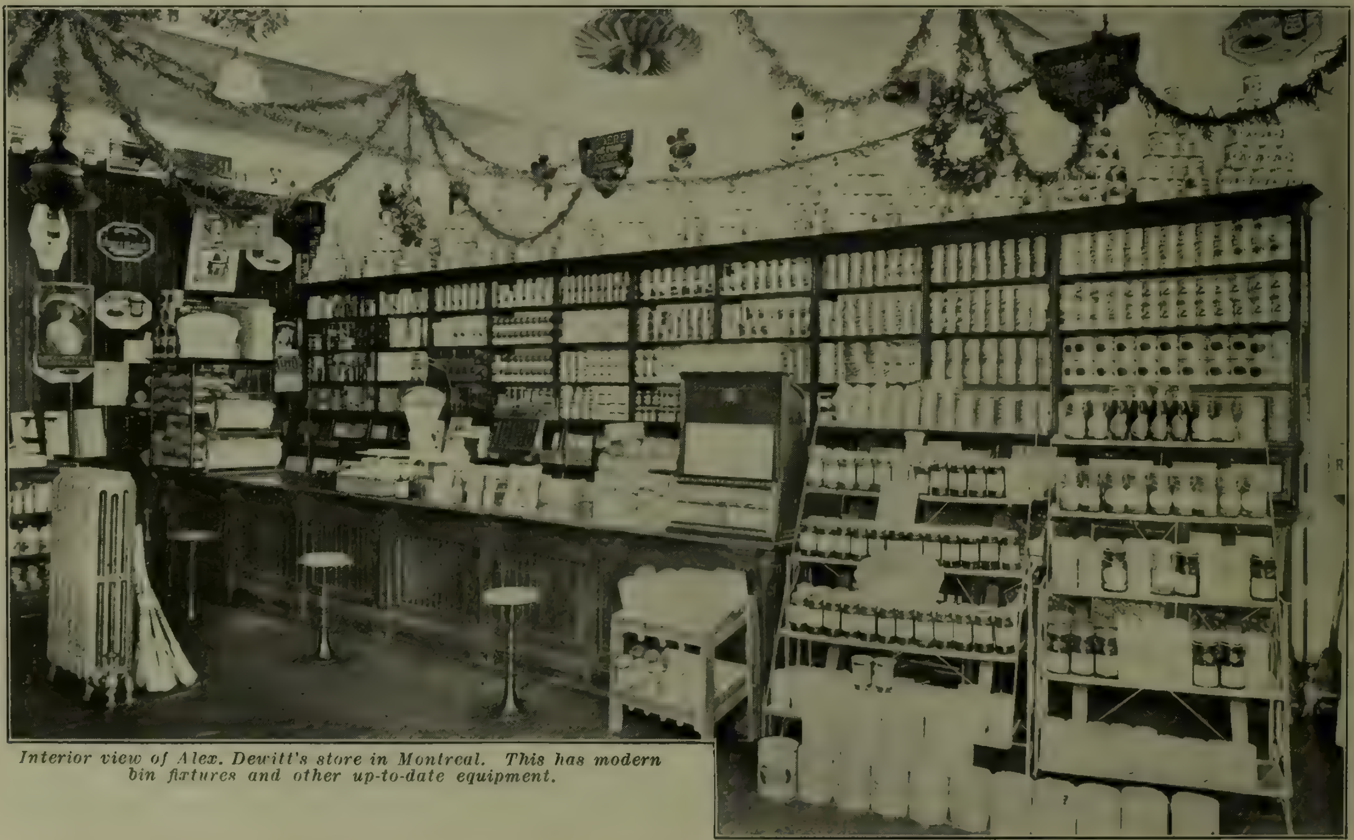
"The public like to trade at a clean store," he maintains; "it looks so nice and makes it all the more effective as a trade getter. Customers will purchase more freely, and will purchase a better class of goods where the surroundings are clean and neat.

"And talking about the better class of goods," continued Mr. Dewitt, "I learnt a lesson just this week. I've been buying a good grade of charcoal, and the other day a salesman came in and offered me charcoal for less money, and, as it looked all right, I bought some. But when I sent this out to my customers who had been getting the other charcoal, I began to receive complaints, and in a majority of the cases had to take back the bags, even though the customers were advised when purchasing that it was a cheaper grade.

"Why, after a trial they wouldn't have it at any price, and I had to call up my first dealer and pay the higher price for the charcoal, but it was worth the difference to please my customers. That experience has taught me a lesson that I'll not forget in a while. Never again will I venture into the shoddy lines when I can get a reliable one, for I know that it is not the price that wins you customers so much as quality. Of course, it is essential that your price be reasonable for the grade of goods that you are handling, but I would far rather err on the side of high prices than offer a shoddy article."

Neat Arrangement of the Store.

In the arrangement of the interior of his store, Mr. Dewitt has shown good taste. As can be seen from the photograph, it is attractive and exhibits the goods to good advantage. Canned goods



Interior view of Alex. Dewitt's store in Montreal. This has modern bin fixtures and other up-to-date equipment.

occupy a prominent position on the side of the store photographed. The other side displays fruits, confectionery, breakfast foods and package goods, while at the back is the refrigerator and meat counter.

A corner of the case can just be seen to the left of the radiator. In this silent salesman case is displayed the different lines of cheese, pickles, relishes, oysters on one side of the case, while on the other is shown smoked meats, sausages, etc. The refrigerator at the back of the show case has a glass front, and in it is shown the different lines of butter—dairy on one side and creamery on the other.

Show Case for Bread.

A new and commendable feature is shown on the end of the counter. The show case filled with bread is an ideal method of boosting the sales, and tends to give the customer the impression of cleanliness. Of course, some will object on the ground that it allows the bread to dry out too quickly, but if it is displayed in this manner, Mr. Dewitt claims it will sell before it dries to any noticeable extent, and where the dealer is able to get a fresh supply every few hours it is ideal. Bread kept in this kind of a case should not dry out if handled properly and the case kept closed.

Glass Front Bins Installed.

By looking closely at the photograph one will notice the glass fronted bins behind the display stand, on which are displayed jars of fruits. These bins run the length of the store and accommodate all lines of groceries that are in good demand and called for frequently. By this arrangement the salesman is able to serve the customer with the least waste motion. The importance of this conservation is one that demands the attention of every dealer in the country.

Price Card Sold Cream Cheese.

Mr. Dewitt is an enthusiastic advocate of the price card, and to use his own words, "It saves people asking questions and helps to make sales, as people sometimes see an article that they would like to have, but go without it, thinking that it is too much of a luxury when in many cases it is not nearly as expensive as they imagine. Six weeks ago I got in a supply of cream cheese, which hadn't been selling very rapidly, and I decided to use a new stunt. I put it right here on the counter where you see it now and placed a price card on it. It began to sell immediately, and in the last six weeks I have sold more cream cheese than for the six months preceding. The price card did it.

Mr. Dewitt takes great pains in the arrangement of his window displays, and declares they are one of the most valuable assets the dealer has. If the displays are properly arranged it will attract the passing consumer, who upon entering the store decided whether to deal with you regularly or not. If your store is clean, the arrangement neat and attractive, the clerks courteous, the service prompt and accurate, and, lastly, but not least, the price right, a retailer has every chance to win that newcomer over as one of his regular customers. Of course, one might do this, even if he falls down on one particular, but if he has all his forces in line and use the proper generalship in bringing these forces into action, he should win the newcomer every time.

Tea Sale Showing Dealer's Power to Sell

A Strong Evidence of Capability of the Man Who Comes Face to Face With the Customer to Make Sales of Goods in Which He is Interested—Where Confidence Exists Recommendations Are Usually Accepted.

A certain grocer in one of the larger towns of Western Ontario is a firm believer in the selling power of the man behind the counter, who has the confidence of his customers, and states that not only can he sell a line of goods whenever he desires, but he can also raise the standard of staple lines sold. Speaking recently along this line, he told how he had sold a certain brand of tea and built up a large trade, in spite of the fact that he had many calls for others.

"For a number of years," he, said, "I had refused to stock the tea of a certain tea house. The travelers had called on me continually, urged me to buy, and finally endeavored to force me to make at least a small purchase by threatening to sample the town. This they claimed would make it absolutely impossible for me to get along without handling their particular brand. I had full confidence in the brand I was selling, so told the traveller to go right ahead.

"They sampled the town alright, and in shorter time than I had expected. Of all who received samples I noticed that one family in particular had taken a very strong liking to the new tea. The next time the house-wife was in the store, she ked for a pound of this tea to replenish her supply.

"I told her I didn't stock it, and recommended to her the kind which I had been selling regularly.

"At first she was quite set on her desires, stated that her husband had taken a great liking to this particular tea and now would not drink anything else.

"I felt sure that the tea I was offering was every bit as good, if not better, than the one for which she asked. I told her I could safely guarantee satisfaction from it in every way, but that was not enough to persuade her. Finally I made the suggestion that she take a pound of the tea I was offering, give it every care in the making, and serve it to her husband for several days without informing him where she got it, or what tea it was. The suggestion appealed to her and as there was a difference in price in favor of the tea I recommended, she readily conceded to give it a trial and inform me as to its results.

"Some days later she was in the store again, and curious to know the result of the experiment; I approached her with that aim in view.

"Far from being disappointed she stated: 'When I asked my husband how he liked the tea, he replied, that those —— people were doing better than ever and that he was sorry he had not bought their tea long ago. I told him that he hadn't tasted——tea for more than a week, explained what tea I had been using, and incidentally remarked on the difference in price. He was so well satisfied, that he advised me to buy it always.'

"From that day to this that woman has been a continual user of that tea, and would not be without it. This is only one small instance but it shows what a dealer can do with his customers when once he has gained their confidence. Many of my customers have come to so place their confidence in me that upon my recommendation they would buy almost any line I should offer provided it was up to or above the standard of which they were using."

* * *

COST OF 10-CENT ARTICLE.

"We shouldn't have to pay more than 90c for a 10 cent article," stated Harry Ranahan, one of the London, Ont., retail grocers. Mr. Ranahan maintains it is one of the duties of the retail association to see that such is the case. With expenses running around 16 and 17 per cent., there was, he considered, little enough margin for the retailer paying 90 cents for a 10 cent article.

The System Way of Doing Business

THIS is an age of doing things systematically. Business methods have advanced rapidly in recent years and to-day the most successful men in every line of endeavor are those who have attended to the building up of the business on an orderly, systematic basis.

It is the way with the human life. The man who eats and exercises in a systematic manner, who attends to his work and play with system, is the man whose life is not easily snuffed out.

Same applies to the life of a retail business. There are no doubt many merchants drifting along with the world's current in whichever direction it has a mind to take them, and who are making apparent successes. But with the application of sound system to their work, how much better would be their progress?

In succeeding pages, The Canadian Grocer presents some systematic methods of retail dealers. One of these shows the complete bookkeeping methods one firm is using to provide that specific knowledge that must go with every well-appointed business. The System deserves special attention in that it shows the firm at any time just where any particular portion of the finances stand. Isn't that important?

Another illustrates how a dealer keeps absolute tab on what the salesmen are doing every day. He knows exactly the value to him of each and at the same time has a complete daily record of the progress of the business from year to year. He knows, too, by another book, what he has bought of certain goods in the past and what he paid for them. In short, he has his business under complete control.

In this issue will be found many similar ideas on the systematic conducting of a business. The reader will find much of value in them, and we commend them to their earnest attention.

Removing Guesswork in Retail Management

The Complete Bookkeeping System of a Firm Which Aims to Have Absolute Knowledge Always at Its Disposal—Inventory Struck Off at End of Each Month—This Gives Approximately Amount of Stock on Hand and Net Assets—Each Day's Sales Known at Any Time—Cash and Credit Register Used.

THERE is happiness and restful nights for the man who always knows where he is at. This is particularly the case as far as the retail merchant is concerned. If he knows at all times the standing of his business, and is even an average business man himself, there will be little occasion for worry.

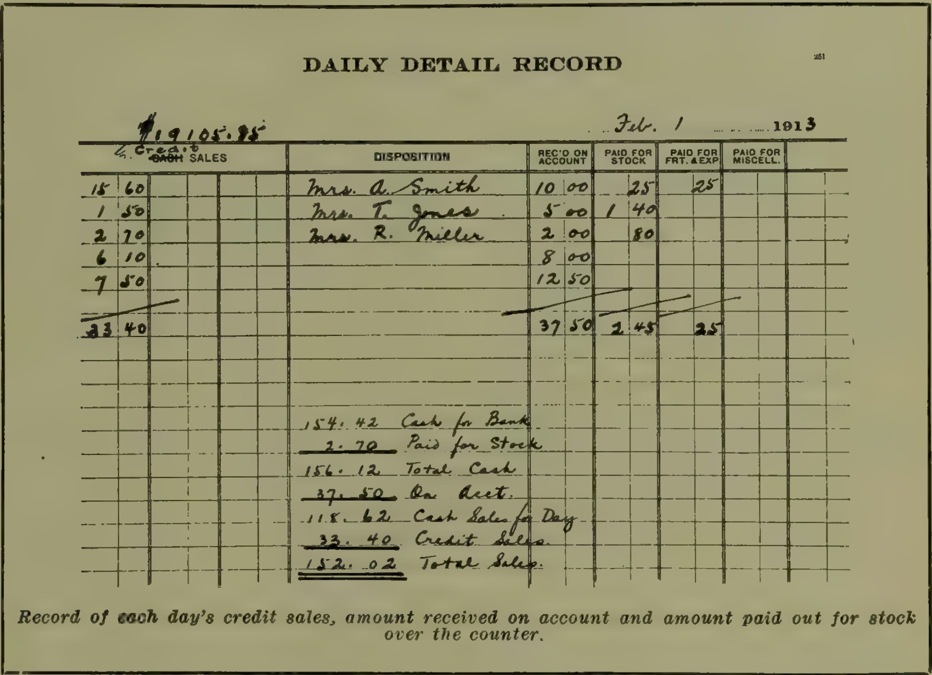
There are bookkeeping systems and bookkeeping systems. They extend all the way from the ancient pass book owned by each credit customer to the modern cash and credit register and loose-leaf book forms. The pass-book should soon be relegated to the proverbial ash heap. It's time is past and gone and in majority of cases is but a faint memory to those who once used it. Various other systems in vogue have their advocates and each has its own particular merits.

Exact Information Always Available.

Findlay & Glover, merchants, of Port Stanley, Ont., a town of 800, on Lake Erie, claim to have one of the most complete retail bookkeeping systems in the country. Their chief argument in substantiating this claim is the fact that at all times they know exactly where they stand in every department of bookkeeping. Not only do they keep an exact record of every day's sales, both cash and credit, but they know what they do every week, every month and every year. They know exactly how much they are owed, and how much they owe. They keep a complete record of all invoices with the dates on which they fall due so that there is never anything forgotten which should be paid. They have, too, a record always of outstanding accounts and know in a moment just how much any customer owes them. Probably the most important book is the "Complete Daily, Weekly and Monthly Total Record." This, as will be explained below, is made up from the other books each day and closed each month, showing the totals of all the various transactions of the month, and the firm's assets.

Use Credit Register.

The first book used by Findlay & Glover in making a sale is the counter check book. As they have the credit register there is marked on the top line of each leaf of the counter check the words "Past Account." There is a check book for each credit customer and the total amount owed by each is brought forward from last sale and placed opposite the words "Past Account." On to this total is added amount purchased next time so that every customer has always his or her account totalled up to date. That eliminates for Findlay & Glover all the work of transferring to journal and ledger. Whenever a credit customer wants to pay his bill, it is there for him all ready totalled. The counter sales books used by this firm have the carbon coated leaf.



DAILY DETAIL RECORD

251

$19105.95

Feb. 1 1913

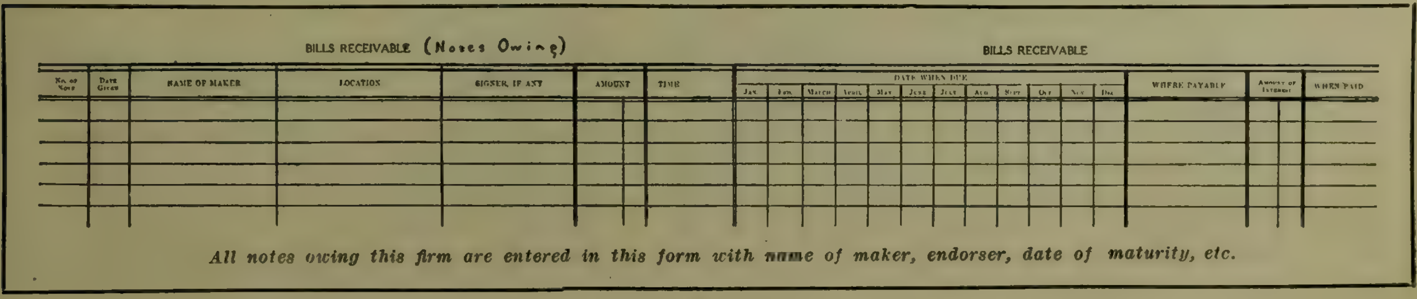
~~CASH~~ Credit SALES	DISPOSITION	REC'D ON ACCOUNT	PAID FOR STOCK	PAID FOR FRT. & EXP.	PAID FOR MISCELL.
15 60	Mrs. A. Smith	10 00	25	25	
1 50	Mrs. T. Jones	5 00	1 40		
2 70	Mrs. R. Miller	2 00	80		
6 10		8 00			
7 50		12 50			
33 40		37 50	2 45	25	
	154. 42 Cash for Bank				
	2. 70 Paid for Stock				
	156. 12 Total Cash				
	37. 50 On Acct.				
	118. 62 Cash Sales for Day				
	33. 40 Credit Sales.				
	152. 02 Total Sales.				

Record of each day's credit sales, amount received on account and amount paid out for stock over the counter.

Work Done by Cash Register.

The cash register in this store keeps tab each day on all cash sales made that day, cash received on account, paid out for stock such as butter and eggs, etc., and freight. The credit register shows all credit sales of the day. From both these sources the "Daily Detail Record" is made out as shown by the accompanying cut. On February 1, 1913, for instance, the total of the cash register slip showed that $19,105.95 had been taken in cash since register was last placed at zero. Subtracting amount of day before from that and cash rang up during the day is secured.

The credit sales on the left show that that day $33.40 worth of goods were sold on credit. Totals received on account and from whom are indicated in the next two columns. That day $37.50 were taken on account. The next column shows the amount paid for stock to be $2.45 and the fourth, 25 cents for freight, making total of $2.70 paid out of the cash register. On the same sheet is worked out at the end of each day, the



BILLS RECEIVABLE (Notes Owing)

BILLS RECEIVABLE

No. of Note	Date Given	NAME OF MAKER	LOCATION	SIGNER, IF ANY	AMOUNT	TIME	DATE WHEN DUE Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	WHERE PAYABLE	Amount of Interest	WHEN PAID

All notes owing this firm are entered in this form with name of maker, endorser, date of maturity, etc.

total sales. The cash register has $154.42 ready for the bank. Since $2.70 were paid for stock and freight, the total cash in the register, February 1, was $156.12. But $37.50 of this came in on account, so that by subtracting, it will be seen that $118.62 represents the total cash sales for the day. There were, too, $33.40 worth of goods sold on credit so that total sales for the day will be $152.02. All the above figures are carried forward to the "Daily, Weekly and Monthly Total Record" shown on next page over.

Notes Closely Watched.

Findlay & Glover have a "Bills Receivable" book which gives all information on notes owing the firm. It shows the date given, name and address of the maker, the signer, amount, time, date when it falls due, where payable, amount of interest and when paid.

Readers will observe that this is keeping pretty close tab on promissory notes. With such a book continually in use there is little chance of date of maturity of any of them slipping the firm's notice. Absolute knowledge is there in black and white. In the column for "Date When Due" there is a space for each month of the year so that all that is necessary is to insert the dates of the month when notes fall due. Each month the totals of these notes are made up and the information transferred to the big Daily, Weekly and Monthly Record already referred to.

Keeping Tab on Drafts.

There is a somewhat similarly ruled book for Bills Payable, and as the firm do their business on the draft principle, it is devoted to information on drafts.

It will be noticed from the cut that there are blanks for name of firm from whom the goods were bought, the location, amount, freight or express charges, discount and a space for every month of the year for the date when due. At all times the firm know just what is coming due and are able to meet their drafts at the proper time. None are overlooked so that there is no chance of their credit being impaired on this account. There is also a blank space for date when paid.

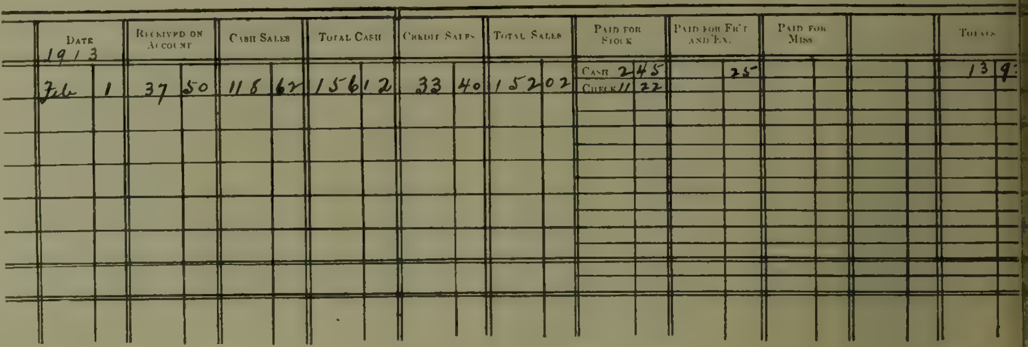
Information on Invoices.

Still another important book kept is that showing the invoices received. It is headed "Record of Invoices of Purchases for Month of ———, 1913." The illustration shown herewith explains the importance of such a record. The items represent the invoices which came in during January. The form shows the date the invoice was entered, date of invoice, name of the wholesale house purchased from, gross amount, discount, if any, net amount, date when due, when paid and amount paid.

This is certainly valuable information for the retailer. A page, or if, necessary, two, are devoted to each month's purchases and at the end of the month the total is easily ascertained. This is entered in the Daily, Weekly and Monthly Record as will be seen on reference to same. If at any time there is any question as to the time, firm, price or date due of an invoice, it is only the question of a moment when the matter can be put right.

The bookkeeping system of Findlay & Glover also provides for looking after

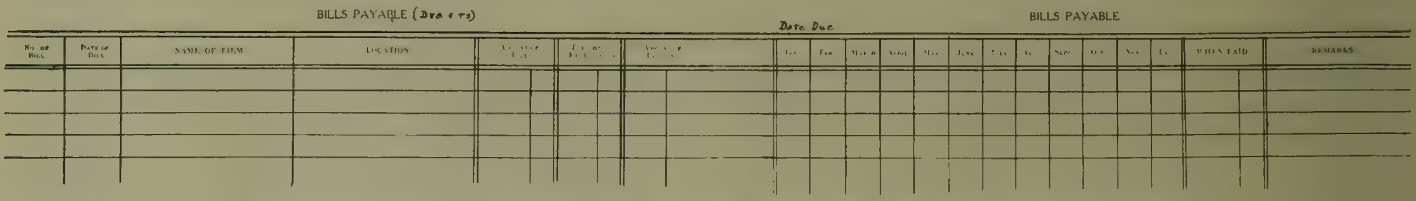
Complete Daily, Weekly and



Date 1913		Received on Account		Cash Sales		Total Cash		Credit Sales		Total Sales		Paid for Stock		Paid for Fr't and Ex.		Paid for Miss				Totals	
Feb	1	37	50	118	62	156	12	33	40	152	02	Cash 2 Check 11	45 22		25					13	9

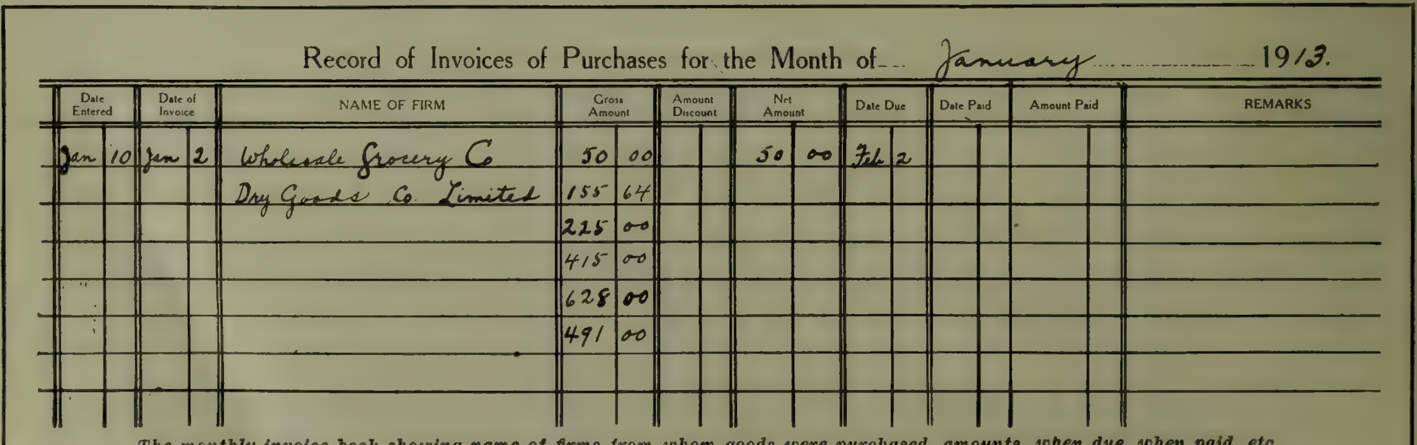
This is the most important book of all those kept by ledge on the progress of the business each day, week, firm's assets each month.

BILLS PAYABLE (Drafts) BILLS PAYABLE



No. of Bill	Date of Bill	Name of Firm	Location	[illegible]	[illegible]	[illegible]	Date Due Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	When Paid	Remarks

A statement showing how the firm stands regarding all its drafts. Date due is found in a moment.



Record of Invoices of Purchases for the Month of January 1913.

Date Entered		Date of Invoice		Name of Firm	Gross Amount		Amount Discount		Net Amount		Date Due		Date Paid		Amount Paid	Remarks
Jan	10	Jan	2	Wholesale Grocery Co	50	00			50	00	Feb	2				
				Dry Goods Co. Limited	155	64										
					225	00										
					415	00										
					628	00										
					491	00										

The monthly invoice book showing name of firms from whom goods were purchased, amounts, when due, when paid, etc.

delinquent accounts. There is a "Delinquent Account Sheet" in connection with the credit register. This is ruled to show the name, amount, when account began, when account was closed and remarks and is in separate sheets, not in book form.

Monthly Total Record.

Total Paid		Cash in Bank		Receipts for the Day		Total Cash on Hand and in Bank		Paid Out for the Day		Bal. on Hand and in Bank		Date
13	92	150	00	156	12	316	12	13	92	302	20	

Monthly Statement				
Amount of Stock on Hand			5920	33
Fixtures, etc.			1733	75
Total Purchased for the Month from Cash Drawer			64	46
Total Purchased for the Month from Invoice Book			1864	64
Total Stock on Hand, Fixtures, etc.			9583	18
Sales for the Month	1953	62		
Less Est. Gross Profit (20 per cent.)	390	72		
Cost of Goods Sold from Stock	1562	90	1562	90
Notes Due Firm	1196	43	8020	28
Cash on Hand and in Bank	500	00		
Accounts Receivable	3685	23	5381	66
Total Assets			$13401	94
Bills Payable (Invoices to be Paid)	1359	75		
Other Liabilities {Drafts Outstanding Cheques not Cashed}	689	99	2995	98
	946	24		
Net Assets			$10405	96

Findlay & Glover. It shows absolute know-
month and year and shows approximately the

The information contained on this delinquent account sheet is transferred to a book on "Outstanding Accounts" which is shown herewith. There is a space for the amount brought forward from year to year and blanks for each month of the year. As this book is kept up-to-date, the amounts of all delinquent accounts are at the finger's end of the firm.

The Daily, Weekly and Monthly Record already referred to is the culminating point of the entire system. This shows the totals of everything—amount received on account each day, week or month; cash sales, total cash, credit sales, total sales, amount paid for stock, amount paid for freight and express, for miscellaneous, cash in bank, receipts for each day, total cash on hand and in bank, total amount paid out, and balance on hand.

The amount received on account is got from the Daily Detail Record already described. So is the information on cash and credit sales, and amount paid for stock and freight.

The total cash on hand and in bank is obtained by adding cash in bank and receipts for the day and the balance on hand and in bank by subtracting amount paid out.

Findlay & Glover take stock at end of January. The Record represented here begins with February 1, just after stock had been gone over. In the Monthly Statement at the right hand side of the large cut, the first information is "Amount of Stock on Hand" as shown by the inventory. The next line deals with fixtures which also includes delivery outfits and all equipment. The third shows the total amount purchased during the month from the cash drawer, the fourth the amount purchased as indicated by the Invoice Book already described. The sum of all these as represented by the figures $9,583.18, gives total value of stock, fixtures, equipment and delivery outfit at the end of February.

The next item shows sales for the month which will be found by adding up the sixth column from the left—"Total Sales." The firm figure on an average margin of 20 per cent. on sales so that by deducting this percentage they have approximately the cost of the goods sold from stock which is represented by the figures $1,562.90. By subtracting this sum from the total stock, etc., $9,583.18, the value of the stock at the end of the month is found to be $8,020.28.

By glancing at the Bills Receivable book, the notes due the firm immediately present themselves, and are entered in the place "Notes Due Firm" allotted for them. "Cash on Hand and in Bank" is found to be, say $500, at the end of February. "Accounts Receivable," are $3,685.23 and the sum of these three items—notes due, cash, and accounts receivable—added to the total $8,020.28, representing the stock, etc., on hand, give the total assets of the firm at the end of February to be $13,401.94.

Next is found the liabilities by adding together invoices to be paid, drafts outstanding and cheques given by the firm, but not yet cashed. The total comes to $2,995.98, which, when taken from the total assets of $13,401.94, leave a balance of $10,405.96, representing the net assets of the firm.

Readers will note that this system enables Findlay & Glover to carry on a perpetual inventory throughout the entire year. They know approximately at the end of each month what stock they have on hand and their net assets. At the end of their fiscal year they take an inventory so that once a year at least they have absolute knowledge of the standing of the business. The "Daily, Weekly and Monthly Record," supplies absolute knowledge on many things. The sales of any one day of the year, of any week or any month are known and can at any time be compared with those of any day, week or month of previous year. The page in this book is ruled in five blocks of six lines allowing a line for each working day in the week and a block for each week of the month.

The Expense Account is kept in the Ledger and includes wages, horse feed, fuel, light, freight, stationery, etc. This firm are always strict in writing off depreciation in fixtures and debts that are uncollected.

Readers will see that the above presents many good suggestions on bookkeeping. The article demonstrates that there are men in the trade who are keeping so close to the business that they never allow anything to get away from them. It should be the aim of every dealer to have some system that will provide him with absolute knowledge on how the business is progressing. Only in this way can he advance with assurance.

Outstanding Accounts.

Name	January		February		March		April		May		June		July		August		September		October		November		December	
Amount Brought Forward																								

A Form which gives the firm all information on accounts that have not been paid.

Uses of Cost Book: Daily Trade Statement

How John Diprose, a London, Ont., Grocer, Keeps Track of Cost of Goods in Every Invoice—Value to Him of Information in the Cost Book—Daily Business Statements Also of Great Assistance—Shows What Each Clerk Does Each Day and Gives Total Daily, Weekly, Monthly and Yearly Sales.

TWO important features of the office system of John Diprose, a London, Ont., dealer, are his Cost Book and Daily Statement of Business.

The Cost Book is, as the name implies, for the purpose of keeping track of goods purchased, quantity, cost, etc. The diagram shown herewith represents Mr. Diprose's Cost Book and shows how it operates.

In the first place the pages are arranged in alphabetical order as far as various kinds of goods are concerned. This is so that the information it contains can be got at with minimum trouble. There is also an index book with every article tabulated in alphabetical order with the page named on which each article can be found in the Cost Book.

All Invoices Entered.

When an invoice comes in, it is entered in this book. There is the date first and the firm from whom the goods were bought next. Mr. Diprose states that the latter information comes in very handy frequently. For instance a merchant desired on particular occasions to purchase lines not often handled. Probably they are only called for once a year, so he is apt to forget from whom they were purchased last. With the Cost Book this is all overcome. The information is there in black and white. Mr. Diprose has found it necessary several time to consult the book for this purpose.

A description of the goods is given in the third column. In the case of Olives it will be observed that he knows that on a certain occasion he bought 10 oz. oval bottles and on another, for instance, 16 oz. pickle bottles. He can tell from the dates just how well each is suitable for his trade, which of course aids him in his buying. The quantity of the invoice is also an important consideration. By watching the dates on which the goods are bought, he can tell just about how much is going to be sufficient for his trade when the traveler calls around. This, it will be noted, is splendid information for preventing too large or too small a stock of any particular line.

Knows Previous Costs.

The next column explains why the book is called a Cost Book. A dealer in buying goods is often at a loss to know just what he paid before. If the traveler doesn't know or he is ordering by mail, he has to dig up his file of invoices probably from some dusty corner to find out the last price if he is not equipped with some such book. With the Cost Book he simply turns up to the article required and has immediately the cost at time of last purchase.

There are also blank spaces for "freight" and "terms" as these are frequently required. The last column is for total cost—invoice cost, plus freight, if any. This book has been kept up for 6 years by Mr. Diprose and has been the means of saving him considerable money. He states that if it were in loose leaf form it would serve the purpose better as then pages could be inserted as desired when new lines come into stock.

* * *

STATEMENT OF BUSINESS DONE.

By means of the other book referred to in the opening paragraph and which is also illustrated here, Mr. Diprose keeps close tab on the details of the business of each day in his three stores. This is a "Daily Statement of Business as shown by the Clerk's Daily Statements," and by means of it he can tell just how things are progressing each day of the year. The first column is used for listing the clerks, each having a separate drawer in the cash register, A, B, D & E, respectively in this case. The next space is for marking the amount of cash each night in the various drawers of the register. The cash register also tells the amount "paid out" by each clerk, the "cash taken in" being the total of the first two. The amount "received on account," is shown by the fifth column. The sixth column "refund on cash sales" is seldom used so that the "net cash sales" is usually found therefore by subtracting amount received on account from cash taken in. The columns for "cash over" and "cash short" are not often used, but occasionally there are a few cents out one way or the other. The next two spaces give information on the credit sales so that the total cash and credit sales for the day are easily secured.

Good Gauge on Work of Clerks.

This book keeps Mr. Diprose thoroughly informed as to the amount of work done by each clerk each day. It is ruled so that each week's work can be totalled up and hence it can be readily found whether the salesmen are turning over sufficient goods to warrant their salaries. Definite information is always at hand when a salesman is desirous of having his salary raised to determine whether he is competent enough to warrant the raise.

This book, too, gives desolute information on each day's sales, each week's, month's and year's, so that at all times, the Diprose stores know exactly what progress is being made. Any day in the year can be compared with the corres-

COST BOOK

OLIVES.

Date	Bought From	Description	Quantity	Cost	Freight	Terms	Total Cost
April 18, 13	*H. Jones & Co.*	*16 oz. oval*	*2 Cases*	2 10	——	*Net*	18

Form illustrating the Cost Book used by John Diprose, London, Ont.

Date Sat. Apr. 12/13. **Daily Statement of Business as Shown by Clerk's Daily Statement.**

Clerk	Cash in Drawer	Paid Out	Cash Taken In	Rec'd on Account	Refund on Cash Sales	Net Cash Sales	Cash Over	Cash Short	Credit Sales Returned	Net Credit Sales	Total Cash and Credit Sales
John A	60 00	4 50	79 00	14 50	—	64 50	—	—	—	20 00	84 50
Thos, B											
James D											
Geo. E											
Totals for day											

Above diagram shows how Mr. Diprose keeps track of what each clerk is doing, and also how the business is progressing each day.

ponding day of the preceding year. Same applies to any week or any month. Every retail grocer who prides himself on being a good business man should have the knowledge supplied by such a book as this. Any system would be commendable which gives this information.

John Diprose is the proprietor of three stores in London and knows always what each is doing. The information supplied by this statement helps often to increase sales by creating a friendly rivalry among the salesmen of the three.

Mr. Diprose is president of the London Retail Grocers Association and first vice-president of the Ontario R.G.A.

◆

RULES FOR GOOD BUYING.

Grocer Sol. Westerfield, of Chicago, at one of his conferences with women's club members in that city presented the ladies with the following rules for good buying:

1. Do not make your grocer and your butcher deliver goods two or three times a day when one delivery would suffice.
2. Do not telephone your orders; go to the store and see what you are buying.
3. Pay cash; long extensions of credits and frequent losses help boost the prices of food products.
4. Do not buy in small quantities when you can buy in larger quantities.
5. Do not always demand the choicest cuts of meats. Plain cuts often are just as good, and they are much cheaper.

◆

The merchant whose help prove of the most value to him is invariably the man who proves to be of the most value to his help.

Invoice Book Used by Woodstock Firm

A Page Devoted to Each Wholesaler With Whom the Firm Does Business—Payments Also Kept Track of, as Well as all Balances.

The accompanying illustration shows the form of invoice book used by Lewis & Son, of Woodstock, Ont. A separate page is kept for each wholesale company, and from it can be obtained at a glance the exact state of the account with that company. In it are entered not only the amounts of each invoice, but also the various payments and the way in which each is made, with the date.

The balance column shows the amount still owing the wholesale company, and, as entry is made in this after each charge or credit entry, the exact state of the account to date is always given.

This system was originated by Mr. Lewis, jr., and has been found to work very satisfactorily for this store. Recently the system of entering up charges and credits on the two sides of a regular ledger form and omitting the balance column altogether was tried, but Mr. Lewis claims that the original method gives by far the greater satisfaction.

◆

You are not doing the customer a favor when you adjust a complaint, and it is foolish to act as if you were.

The customer who likes to argue does not grow more fond of the man who accommodates him by arguing with him.

BLANK WHOLESALE CO.

Date			Charges		Credits		Balance	
Jan.	12	Balance to Date					527	39
"	13	By Invoice	22	70			550	09
"	26	To Cash by Chk.			100	00	450	09
"	22	Cr. By Raisins Returned			63	00	387	09
"	27	By Invoice	40	14			427	23
"	27	" "	42	80			470	03
Feb.	7	By Credit Note			10	25	459	78

Form showing operation of the Invoice Book of Lewis & Son, Woodstock, Ontario.

A System for Making Prompt Collections

How One Dealer Kept Down His Book Debts—Allowed Credit Only to Customers With Good Records—Efforts Were Made to Collect Money Always on the Day That it Was Due—Splendid Results Followed.

Written for The Canadian Grocer by an Eastern Dealer.

THE recent discussion in the columns of The Canadian Grocer on methods of collections has induced me to put in my little say. This is a very broad question and so many factors have a direct bearing on it, that every man has to solve the question for himself. Many good pointers have been developed during this discussion that will materially assist dealers in handling this problem. I am not writing to give advice, but want to tell how I solved this problem when I started in business for myself some years ago.

About five years ago, I purchased a business in a "railroad town" of about 7,000 population. Now, any dealer who is doing business in a "railroad town" will know what I mean by that term, but to the uninitiated I will explain. It is a division point on a railroad where a large number of their employees reside. These men are paid regularly once a month and use this fact as a lever to get credit from the local dealers. Very few of them pay cash. Why this should be, was always a mystery to me, as they invariably draw good-sized salaries; but it is a case of "easy come, easy go," with the dealer very frequently getting the "go by."

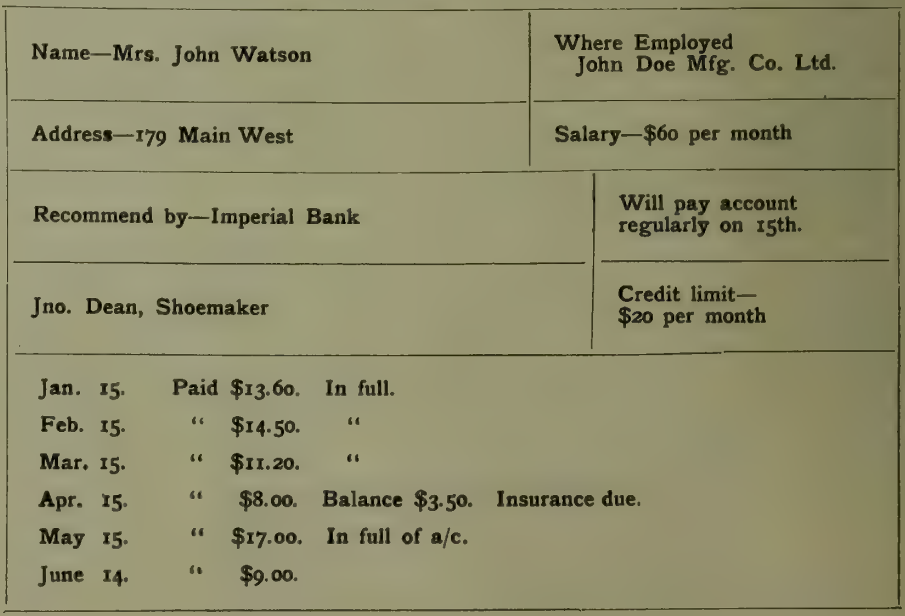
The business I had just purchased was a credit business and immediately I had my problem, "Cash or Credit," to solve. Knowing the troubles of other merchants in this regard and the many failures of business men in this place, I naturally favored a strictly cash business. But on my predecessor's books were a large list of credit customers that I would surely lose if I adopted the cash system. After much thought and deliberation I adopted the following plan.

To all outward appearance I would **run** a cash store and endeavor to work the credit customers gradually into paying cash. I went over my predecessor's books and picked out the customers who had paid **regularly, in full,** each month for **two** years. All these, which numbered about 35 out of over 200 accounts on the books, were given credit. All others were firmly refused. Knowing of the army of chronic "dead beats" in this town, I made a resolution to the effect that "No **new** account would be opened for **three** months." With these plans and resolutions, the doors were opened for business, and my troubles began. I really believe that every "dead beat" in town came to deal with me. First week or so they would pay cash and then they would be "short" and ask for credit. This was firmly but resolutely denied and the reason given that the customer was not known and anyway I had all the accounts I cared to handle. In this way I kept them coming and **paying cash** with the idea that perhaps they would get a chance at me later on. I must say that this plan of not opening any new accounts saved me hundreds of dollars. I recall one woman, who ran a large boarding house, who was very persistent in endeavoring to get me to give her credit. Her persistency made me curious and upon making enquiries of my competitors I found that she owed one man $50 and another $95, which they had been unable to collect. When she came in again I told her in a nice way of this and stated that under no circumstances would I give her credit. She took it nicely and traded with me until I sold out, and **paid cash**. Those 35 accounts I had culled from my predecessor's customers were ideal ones, being paid up in full regularly each month. I never lost a penny with these.

Added New Accounts.

At the beginning of the fourth month I added about ten new accounts. These were the very pick of my cash customers and their standing had been carefully looked up and found to be excellent. Then when an account was opened, the customer was asked **when** she could pay regularly. If she said the **15th** of the month, I politely told her, I did not want the money on the **14th** or **16th,** but **on the 15th,** and that if she couldn't pay on **that date** I would rather not open the account. This made them realize the importance and seriousness of the obligation they were assuming and drove home the impression that I would want my money on the **15th.** Thus they would think about it all month and regularly on the date promised I **had my money.** This date was recorded as also the date of the payment and amount. In case the customer didn't pay by 3 p.m. of day when payment was promised, I immediately went after them and got my money before it was all spent. But when that customer asked for further credit it was refused.

"You did not pay when you promised me you would, so how do you expect me to trust you again?" I would say. Of course, some of them quit but they soon came back, paying me cash. Soon as the public got the impression that it was hard work to get credit from me and that you had to go through a lot of questioning, my store developed into a kind of "credit aristocracy" store and I had the pick of all the accounts worth while in that town. My trade doubled in six months and 60 per cent. of my business was cash trade which speaks well for my system. By getting after



Name—Mrs. John Watson	Where Employed John Doe Mfg. Co. Ltd.
Address—179 Main West	Salary—$60 per month
Recommend by—Imperial Bank	Will pay account regularly on 15th.
Jno. Dean, Shoemaker	Credit limit— $20 per month

Jan. 15.	Paid	$13.60.	In full.
Feb. 15.	"	$14.50.	"
Mar. 15.	"	$11.20.	"
Apr. 15.	"	$8.00.	Balance $3.50. Insurance due.
May 15.	"	$17.00.	In full of a/c.
June 14.	"	$9.00.	

Form used for checking credit accounts.

the delinquent ones on the very day they promised payment I usually got my money although some of these people had beaten my competitors out of tidy sums.

Losses Were Small.

When I sold out my business I only had accounts totalling $997, although I had a monthly turnover of about $3,500. I sold out in March, collecting all but $74 within 18 days and within two months had it all but $20 which amount was divided in small amounts that I could have easily collected but as the owers needed the money more than I did, I wrote them off the books. This proves the quality of my accounts and the efficacy of my plan of handling this problem.

Next door to me was a lumber merchant who had the reputation of being the best collector in town. His method was simply calling in person for his money the day and hour it was due. He never missed the day and never called the day before or the day after. He was always on the job the minute the money was due and by being there, got it.

Bookkeeping Systems.

I received my training in a general store in the country. It was a large store and had about 600 active accounts. The collection of these accounts was a serious problem. I remember when they used the old form of bookkeeping; Day Book, Journal and Ledger. Every month the accounts had to be written out again, taking one man about all his time making these out. To get any particular account you had to put in a request for it about a week ahead. At this time the accounts would total from $6.000 to $7,000. Shortly after I became identified with this store they changed over to the looseleaf system. It was a great surprise to see the speed with which those accounts were gotten out at the end of the month. All the bookkeeper had to do was to add up the sheet and tear it out. He always had the accounts ready by the evening of the second day. The result was the reduction of the outstanding accounts from $6,000 or $7,000 to $3,000 or $3,500, simply by having the accounts ready when the people had the money to pay them.

An Amusing Instance.

I recall one amusing instance that shows the attitude of the old-time farmer. During the depression of 1907 we were sorely in need of ready cash so myself and another clerk were sent out to make collections. On my list was a farmer named John White who had owed us $125 for over a year. Although we had pushed him hard for it, we had not been able to get payment from him. I told Mr. White what I wanted, but he said he couldn't pay just then. I used every argument and persuasion to get him to loosen up, but in vain. At last, in desperation, I told him our position and said that unless we got the money from him we would have to borrow from the banks paying them 8 per cent. Say! it was funny to see that old codger's ears prick up at the mention of that 8 per cent. I saw my opening and laid low for his next move. "Would you like to borrow some money at 8 per cent.," he cautiously inquired. "Would we, well I just guess we would and would even pay 9 per cent. to get $200 this afternoon," I eagerly replied. "Well, if you will pay that interest I'll lend you $200." And he went away to get the money. Think of that! the old fox had the money in the house and wouldn't pay up, but his greed was his undoing. He returned with a roll of bills that would choke a cow. He peeled off twenty ten dollar bills and must have had at least thirty more. I wrote out a receipt for "One Hundred and Twenty-five" dollars and handed back $68, keeping $7 out, for interest on our account for one year. Was that farmer mad! Well, he fumed and foamed, hummed and hawed, was going to thrash me, but I stuck to my guns, berating him for his deception, and came home with the money.

The trouble with the retailers is that they do not give their accounts individual scrutiny as is done in a wholesale house. If each account were passed upon individually the retailer would suffer less from "Bad Debts."

Form to Prevent Mistakes in Delivery

Goes Out With Each Shipment of Goods—Request That Customer at Once Notify Dealer of Any Error—One Half of Form Goes Out While Other is Placed on File—Tag Used in Case of Shortage.

The accompanying illustration shows the form of notice sent out by Wm. Metcalfe & Co., retail grocers, Berlin, Ont., with every shipment of goods. The form to the right goes out with the shipment while that to the left is kept on file in the store. Through the notice which the customer receives, her attention is called to examine and check over the whole order. In case of a mistake being found instructions are given as to how to trace it up. Also the necessity of looking after such mistakes immediately is urged upon the customer. The slip also contains the total number of parcels, the number of the clerk who put up the order, and reports of any shortages caused by goods not being on hand, but to follow later.

On the slip retained in the store the date, number of parcels in the order, address of customer, and initials of salesclerk are recorded. Where shortages occur a special tag form is made use of to record the fact. On the tag is kept the goods short, amount of such goods ordered, and address of customers. As soon as the goods come in the tag is attached and sent out along with them. A second form as illustrated below is also sent out with the remainder of the order.

This, Mr. Metcalfe claims, is a very valuable form as it helps to do away with mistakes, and in case of mistakes occurring renders a settlement much easier both from the standpoint of the retailer and consumer.

Apr. 3.

No. 5.

John Smith,

101 Water St.,

K.Q.

IMPORTANT NOTICE

No. WM. METCALFE & CO. **Berlin**

Please examine and check these parcels at once and report any shortage or mistake, returning this slip which bears the packer's number.

We will not make any allowance or hold ourselves responsible for any shortage after the goods have been in your possession for twenty-four hours.

No. Packages 5

Packed by 24

Remarks: 3-lb. bacon to follow.

With this form Wm. Metcalfe & Co., Berlin, Ont., cut down delivery complaints.

Reducing Outstanding Debts to a Minimum

Oshawa, Ont., Firm, With Long and Successful Career Recently Sold Their Business and Had Less Than $25 in Unpaid Accounts—System Was to Place Credit Limit on all Weekly and Semi-Monthly Paid Customers—Illustration of How Firm Went After Delinquents—Cutting Down Delivery Expenses.

Written for The Grocer by Frank Crysdale, Oshawa, Ont.

HAVING been asked by The Grocer to relate the experiences of C. H. Crysdale & Son in the matter of keeping credits under control, I herewith present the methods we employed up to the time we disposed of our business a couple of months ago.

My father, C. H. Crysdale, had been in the grocery business in Oshawa for 32 years. About seven years ago we adopted the money-limit system of credits in connection with those customers who bought all their necessities on the hand-to-mouth basis. When we sold our business there was not more than $25 in outstanding accounts.

In Oshawa, of course, as in every such place where a retailer has been in business for any length of time, one gets to know everybody, what everybody does, where they work and their standing in the community. What we didn't know, we made it a point of finding out whenever a new customer asked for credit.

FRANK CRYSDALE, Oshawa, Ont., who tells in this article how he kept down bad debts.

Limit Placed on Customers.

Our system of putting a check on indiscriminate credits was as follows:—On every customer paid by his employer by the week, about whom there was any doubt at all, we placed a limit of $5 credit. On a customer paid semi-monthly, the limit was $10. When we decided on adopting this plan we made it a point to enforce the regulations, courteously of course, but every one was given to understand, forcibly, but judiciously, that we could not change our course one iota.

The result was we carried on practically a cash business and were positive that bad debts could not, at any rate, go beyond certain limits. We found some at first who complained a little, but on the whole it was not difficult for us to put into practice our plan. Later on almost all of those who had complained were thankful because we had insisted on them paying up regularly. It had prevented them from getting behind in their payments and made their lives happier.

How $7 Was Collected.

If, after all, the above precautions failed to keep all accounts properly checked,—and such instances are bound to occur—I made it a point to get after the delinquents. Here is a case in point: A certain customer owed me $7 which I could not get out of him. He admitted his indebtedness, but always put me off, although I called at his home regularly.I suggested that he pay me a dollar a week or even 50 cents. Anything at all would have been satisfactory as long as I knew I was getting my money. But it was of no use; I couldn't squeeze a dollar out of him.

Knew Heads of Factories.

In Oshawa there are several large factories and many of our customers were employees of one or another. Such was the case in connection with the one above referred to. I always made it a point to keep closely in touch with the resident heads of these concerns, and occasionally got their assistance in collecting debts, as well as their trade. One day I happened to be near the factory where the customer lived, so I dropped in to see what I could do.

"You have a man working here by the name of———," I said to the office manager.

He replied that he had. When I told him my errand he touched a button and asked a messenger to have Mr.——— come into the front office.

"This man says you owe him $7; is that right?" he asked when the employee appeared at the office. He admitted that it was correct.

"How long have you been owing him?" was the next question.

"About seven or eight months."

"Have you ever made an attempt to pay it?"

"No," he replied.

"Why haven't you?"

"Well, I didn't think I could afford it," was the reason advanced.

"You can afford money for booze allright, and why can't you pay your grocery bill? Now you begin right away to pay off that debt at so much a week or however you please or you'll have to look for another job."

That settled the question and gradually I got my seven dollars. This is but one example of how on various occasions we went after accounts that seemed hopeless, and together with our limit system above described, explains why there was so little outstanding money when we sold the business.

Deliveries at Stated Hours.

With regard to our delivery, we found that by operating it on a systematic basis and by using the telephone early, we cut out considerable of the expense. We had but one wagon and by making our deliveries at stated hours we found it could do the work quite satisfactorily.

For instance, the first delivery was at nine o'clock, and went to the North-east and North-west of the town, returning by 10.30. The South end was then covered before 12 o'clock. In the afternoon the north end was covered between one and three and the south end between three and six. There was no Saturday night delivery. When we established this system we found our customers worked into it nicely, and as it cut down our delivery expenses considerably, was quite a boon to the business.

To facilitate the working of the system we made it a point to call up our customers in the modern district by 'phone between 8 and 9 in the morning, so that we would not be delayed in getting the wagon out and that customers would be satisfied. As we kept fresh vegetables and fruit as well as fish, in and out of season, we had usually something special to offer. On Saturdays we had many customers come to the store in the morning to purchase their week-end groceries.

To outlying districts where often the mud was axle deep, we scarcely sent our wagon more than once a week. It was

(Continued on page 15.)

Opinion on What the Net Profit Should Be

Some Interesting Questions Answered by Members of the Trade and Deductions Made From Same—Average Net Profits Around Six or Seven Per Cent.—Turnover Depends on Character of Stock and Location of the Dealer—Once a Month, Say Some.

What per cent. on sales should a retail grocer figure getting above cost and all expenses?

How often in your opinion should a grocery stock turn over in a year?

What amount of business should a dealer do in a month who carries say a $3,000 stock?

What charges would you include in figuring overhead expenses?

The above were questions recently submitted by The Grocer to a number of prominent Canadian retailers with a view to working out, if possible, something comparatively definite on the matter of figuring profits. The views of some are appended:

W. J. MELLEN, Brantford, Ont. — Net margin should be not less than five per cent. A grocery stock should turn over once a month on an average, and a dealer with $3,000 stock should do from $30,000 to $36,000 a year business. In figuring overhead charges a grocer should include all expenses connected with the business including his own salary and his own living.

* * *

R. C. BRAUND, Peterboro, Ont. —In a retail grocery business, one should make from 7 to 10 per cent. net profit on the total turnover. On the character of the stock, depends the number of times it should move. A small stock of staple goods will turn frequently, but where the stock is of a general character it becomes less staple and doesn't turnover so frequently, probably from three to four times yearly. If the $3,000 stock were composed of only groceries, meat and confectionery, it should result in $18,000 in a year or $1,500 per month. It is difficult, however, to state definitely just what should and should not be. The more most men's businesses grow, the more general the stocks become and as they get more and more away from staple goods, stocks do not turn over so rapidly. A meat stock should, however, turnover 25 to 30 times a year.

In figuring overhead expenses, all charges which have to do with and which have to be paid out of this business should be included.

* * *

A HAMILTON grocer maintains that there should at least be 6 per cent. made on sales and that the stock should turn over not less than nine times a year. A store carrying $3,000 stock, should in his opinion do from $30,000 to $40,000 a year. His firm figures that overhead expenses cost 17 per cent. on turnover.

E. F. MASON, Peterboro, Ont.—From 3½ to 5 per cent. should be the net profit in the grocery business. The stock ought to turnover at least six times a year so that a $3,000 (cost price) stock should produce from $22,000 to $24,000 sales a year figuring on a gross margin of say 20 per cent.

In figuring overhead expenses, rent, taxes, light, electrical power, heat, water, ice, insurance, delivery and interest on investment are taken into consideration by us.

* * *

A WESTERN ONTARIO grocer thinks that the net profit should be from 7 to 8 per cent., but that turnover must be governed largely by location. "So much depends on the kind of business done and what one wishes to do to answer these questions," he maintains.

"In a city like Toronto I should think the stock should be turned over once a month while in a place like our town, the stock turning over seven or eight times a year would be doing very well indeed. You understand of course the reason is that having everything at one's hand in Toronto, there is no necessity to carry the stock that exists here.

"Every grocer I think specializes in some line or other, some in butter, eggs, meats, flour and kindred things; others specialize in teas, coffees, and what may be termed the better class of groceries. It is not reasonable to suppose that the latter grocer would turn over his stock nearly so frequently as the former."

In the matter of overhead expenses he would include rent, light, heat, stable and delivery, etc., salaries, interest on investment, insurance and taxes.

* * *

Some Deductions Made.

The answers given to the above questions should cause us all to do some thinking. Among the points brought out are these:—

First.—That some lines turn over more rapidly than others;

Second.—That the more rapid the stock turns over, the tendency is to work on a smaller net margin;

Three.—That location affects the capacity of a merchant to move his stock. The closer one is to large wholesale distributing points, the less becomes the necessity for buying in quantities and therefore, the stock turns more quickly:

Fourth.—The more general the stock, the less becomes the tendency to turn it rapidly; and the more staple it is the more quickly it moves;

Fifth.—Six or seven per cent. is about the average net margin that should be made on a grocery stock.

Mr. Mellen maintains that a $3,000 stock of groceries ought to turnover once a month. Assuming that this is the selling value of the stock, that would mean a turnover of $36,000 a year. At 5 per cent. net margin, the profit would amount to $1,800 after paying all expenses including proprietor's salary, etc.

If the net margin were 10 per cent.—the outside figure intimated by Mr. Braund—and the stock turned over six times making $18,000 in the year, the net profit in dollars would still be $1,800. If 7 per cent., the inside figure, it would amount to $1,260 in the year.

The Hamilton dealer's opinion is that the stock should turn over at least nine times, making a total of say $27,000 for the year. At 6 per cent., there would still be $1,620 net margin for the year.

In the next case, Mr. Mason suggests 3½ to 5 per cent. net margin and a turnover at least six times during the year, say a total of $22,000 in sales. At 5 per cent. this would mean $1,100 net profit.

Here then are some interesting figures for perusal. They deal with a subject on which every dealer must have ideas as far as his own business is concerned, at least. These figures will, no doubt, bring out some new point that may possibly have been overlooked. Views of other dealers on the subject will be appreciated.

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REDUCING OUTSTANDING DEBTS TO A MINIMUM.

(Continued from page 14.)

our aim to get customers there to order enough supplies for the week at once. This we found rather easy to accomplish and were thus saved considerable trouble and expense.

Ideas From the Trade Paper.

Before I conclude, I would like to say a few words about The Canadian Grocer. I maintain that every grocer should take it. Dealers may say they know enough about the business and all that, but let me say that we thought we knew pretty nearly all about it—my father having been in it for 32 years and I for 15—yet there have been scores of times when we secured good practical ideas from it.

Six of the World's Most Important Needs

By Elbert Hubbard in MacLean's Magazine.

The Honourable Mark Anthony made a little speech at the funeral of the late Julius Caesar, wherein he paid a great compliment to his subject.

Among other pleasant things reported by the press, Mr. Anthony said, "He brought many captives home to Rome whose ransoms did the general coffers fill."

Julius Caesar knew only one way to make money, and that was to hold somebody up. He knew how to use the taxing power of the State, and if parties taxed did not respond he knew how to go after them and collect the amount due.

He fined one concern in Gaul twenty-nine million sesterces, and collected it on a body attachment, vulgarly called kidnapping.

Julius Caesar was a lawyer, and, as a rule, a lawyer knows only one way to make money—and that is to get yours.

The business man of to-day is a creator, a builder and an economist. He who thinks otherwise is a Marxian Socialist and a small-bore petty diplodocus.

The only way to make money is to render a service for humanity: to supply something that people want, and to carry things from where they are plentiful to where they are needed.

He who confers the greatest service at the least expense is the man whom we will crown with honor and clothe with riches.

Any other policy is running on its rim on the high clutch, headed for the cliff.

We live in an age of business. Economics is fast becoming a science.

There is only one sin, and that is waste.

And disuse and misuse are both forms of waste.

The best brains of the world are at work now endeavoring to eliminate lost motion and take up the economic slack.

The men who are making the biggest fortunes are making their money out of by-products.

That is to say the thing that was once thrown away and discarded is now being coined into cash.

Half of the population in America are engaged in farming. Farming is a primal need, because we get our food out of the soil. Next to food, love is the chief requisite, and no man is loving, lovely or loveable who is on half-rations.

Richard Cobden put this concisely when he said: "The ratio of marriages keeps pace with the price of corn." Only well-fed people are capable of love, and a corn-fed product is always prosperous. Next to farming in importance comes transportation, because a thing has to be at a certain place at a certain time in order to possess value. The railroads bridge time and annihilate space.

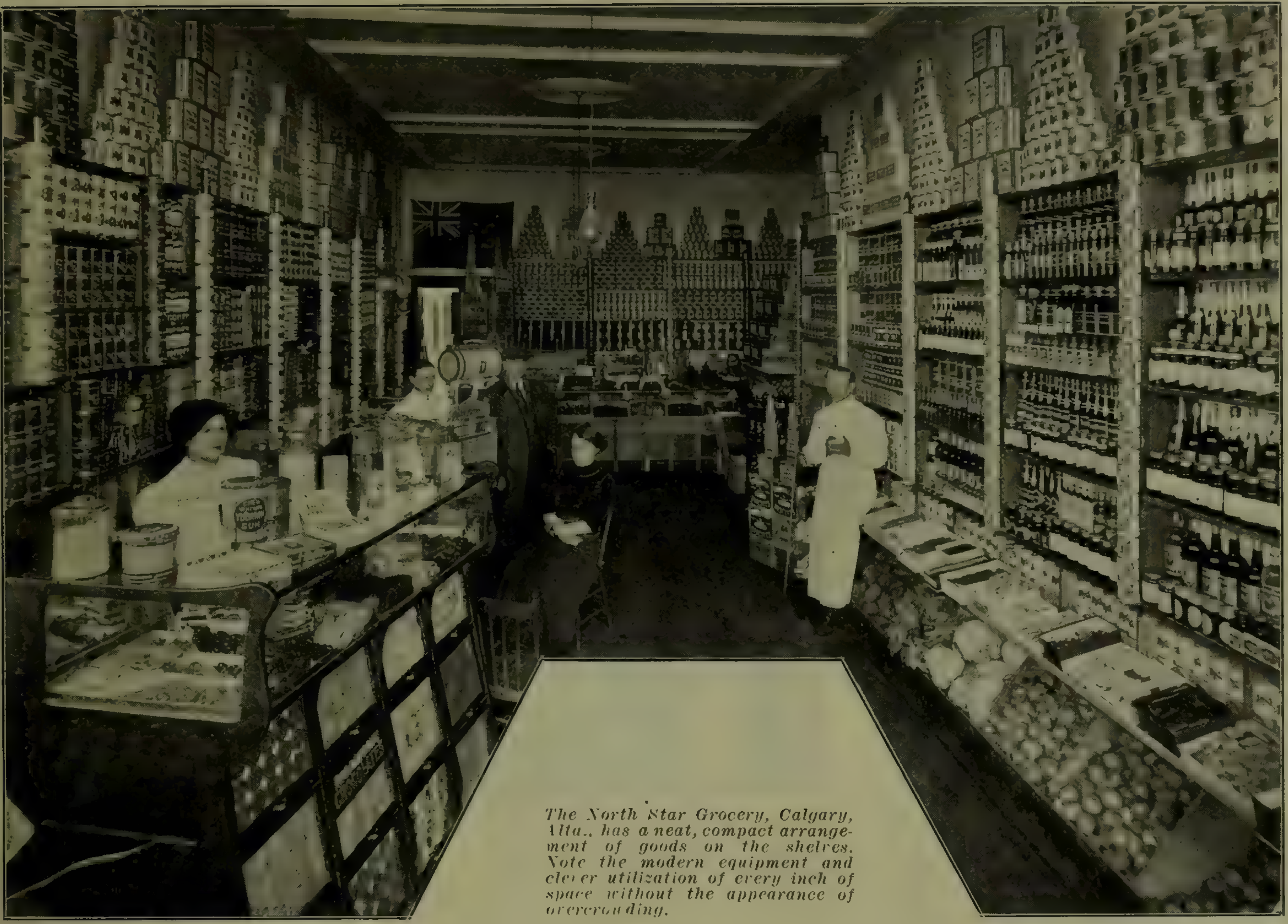
The third most important thing in the world is manufacturing, which is taking raw products and combining them into forms of use and beauty.

The fourth most important thing is distribution. Our great cities are centres where vast warehouses are located, and these warehouses gather together the products of the farm, the factory, the mine, the sea, and distribute them to the millions who need them.

The fifth most important thing in the world is banking. The banker is one who takes the savings of the people and loans out again a certain per cent. of these savings to the people who can use money to make more money. Statistics show that, with a fair capital to start on, the banker can safely loan out 85 per cent. of his deposits, and at all times stand ready to meet the checks of his customers.

Banking is a great move in economics, as it keeps money active instead of allowing it to be stored away in the ginger jar and in the unsafe and unsanitary clock, where the mice and cockroaches do congregate and thieves break through and steal you to a standstill.

The sixth most important thing in the world is advertising, and advertising is telling who you are, where you are, and what you have to offer the world in the way of service or commodity. The only man who should not advertise is the man who has nothing to offer, and such a person is a dead one—whether he knows it or not. For him, Charon's mud-scow is grating on the sands, and the boom of the surf can be heard just beyond the harbor-bar.



The North Star Grocery, Calgary, Alta., has a neat, compact arrangement of goods on the shelves. Note the modern equipment and clever utilization of every inch of space without the appearance of overcrowding.

Making Store Interior Get New Business

Bright Looking Calgary Store That is Increasing Sales—Moved Into Last August and Results are Showing Already—Regularity in Shelf Arrangement —Shelf Partitions Hidden With Goods.

ABOVE is a reproduction of the bright looking North Star Grocery of Calgary, Alta., of which H. Yucht is the proprietor. Believing that an attracive interior arrangement is conducive to good business, Mr. Yucht endeavors to arrange the goods on his shelves and counters so that they will create the best possible impression on customers and probable patrons who come into the store. He maintains that if people can once be induced to come inside, there should be something there to create a desire on their part to purchase.

"We aim to have our goods displayed attractively," Mr. Yucht recently stated to the Grocer, "and the salesmen behind the counters keep them on the move all the time."

Symmetry in Arrangement.

A glance at the illustration shows regularity nin shelf arrangement. On the right side are the bottled goods and on the left the canned goods. The upright partitions of the shelving do not show. Instead there are rows of canned goods, thus presenting an entire front of saleable articles and not part wood. This is a feature seldom run across in a grocery store.

By looking at the goods on the top shelves it will be seen that the pyramids are made of the same cans or packages on one side as those directly opposite. Symmetry is, therefore, carried further than usual. The compact arrangement at the rear also commands attention.

Instead of showing fruits and vegetables in boxes and barrels in front or all about the store, Mr. Yucht has them in a neat row of especially made boxes along the right side. This permits a customer to see at a glance every line in stock and tends to increase sales of these goods.

New Location Helpful.

The business of the North Star Grocery has only been done in the present location since August last. It was then that a move was made from other premises on account of lack of space. The change, Mr. Yucht states, has been quite advantageous to business, illustrating the value of a good location.

Care is given to credits in this store. While the business is almost half cash and half credit, the credit customers are closely watched, the wheat being sorted out from the chaff.

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E. H. Soules, a Hamilton, Ont., grocer, is a believer in unique display cards. Among the many he has in his store is this: "You never 'saw' better values than here," with the saw made of a picture of a hand-saw. The solution of such easy puzzles, he claims, gets the interest and attention of customers from their out-of-the-ordinary character.

Veterans in the Grocery Trade

No. 4

D. W. Clark

David Clark Has Been in the Business in Toronto for Thirty Years—Some of His Methods for Building Up Trade—Has Never Been a Price Cutter—Caters Solely to High-class Trade—Advises Close Watch on Indiscriminate Credit—Suggests Time Limit on Doubtful Customers—Enthusiastic Association Worker And a Reader of The Grocer Since Its Inception.

"I am not in the grocery business to keep my competitor out."

This is the spirit in which one of Toronto's oldest grocers, D. W. Clark, has done business for the past thirty years. He has never been a price cutter, always maintaining that the man "who lives and let live" has the best opportunity to succeed. The best policy as far as he was concerned was to buy as well as possible and place a fair margin on the goods to be sold.

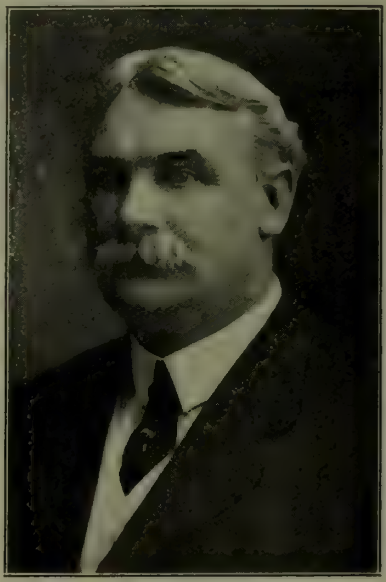
Mr. Clark is truly one of Canada's veteran grocers. He began business in Toronto in the fall of 1883 when 21 years of age. His first stand was on the corner of Nassau Street, Bellview Avenue, where he remained until about six and a half years ago. He then moved to his present place of business on Avenue Road, and, when one considers the increase in trade, he certainly has been fully justified in accepting this location. The change to him demonstrates that location is one of the chief assets of the grocery business, and should be given every consideration when a dealer contemplates a move.

Quality a Mainstay.

Being in a splendid residential district, Mr. Clark naturally pays strict attention to the quality of the goods he sells. This he would tell you is one of his mainstays. By handling only goods of accepted quality he believes that customers never lose their confidence in the dealer to give them good foodstuffs. They eventually accept his word as gospel, and he sells them those lines which he is desirous of pushing from a quality first and then margin standpoint.

"There are many good buyers in the grocery trade to-day," Mr. Clark recently stated to the writer, "who simply give away everything they save in buying. They fail to capitalize the asset of being good buyers."

He explained that too many who get goods right fail to take advantage of their purchasing ability. In the purchase and sale of stocks or real estate, or almost anything else but groceries, they would consider anyone foolish who did not take advantage of a rise in price. But in canned goods or sugar it seemed to be a different matter. They took their risks for nothing. This was against the accepted principles of sound business.



D. W. CLARK,
Who has been in the Grocery business for 30 years.

Why No Price Tickets Are Used.

As stated above, there has never been price cutting in the Clark store. It is his contention that for his business price tickets even with the legitimate prices marked would be detrimental to his business. His class of trade, he claims, is not looking for bargains, and says that if he were to use tickets on his goods customers would consider them as such. That would, he maintains, tend to lose him his prestige with his good customers. So he has never used the price ticket. Occasionally competitors begin using these tickets advertising goods a little cheaper than he is quoting at. A few customers refer to them, but he replies something like this: "I must live, and I only charge you a fair price on everything; I am not in business to put my competitor out, but to make a fair, honest living, etc." and always these people see the force of his argument.

Once a competitor had a ticket on some peaches maked "30 cents a dozen." One customer whom he knew watched these prices a little asked him his price on peaches. They were only 25 cents a dozen.

"Why don't you put a ticket on them?" he asked; "one of your competitors is selling them at 30 cents."

"I never watch my competitors," replied Mr. Clark. "I always try to sell at a fair price, no matter what others are doing."

The customer admitted the soundness of this claim, and watched no more the other parties. This incident exemplifies concisely Mr. Clark's long established method in the matter of cutting prices.

The new man in the trade is often beset with many trials and tribulations. Chief among these is the collection of accounts. Much money is oftentimes lost by indiscriminate credit. Mr. Clark's advise to the new dealer in this regard—and he has formed his opinion on the strength of 30 years of service—is that he should insist on being paid at the proper time.

"A time limit is to my mind the best method of keeping down bad debts," he said to the writer; "let the dealer arrange with the customer how often he is to be paid, whether once a week or once every two weeks. If on Monday morning goods are asked for before the past week has been settled up, then that is the time to insist on getting the money.

"Let him say to the customer, 'You promised to pay me every week and I didn't get my money on Saturday; you surely cannot expect me to give you more goods when you haven't settled for the others.'

"If a dealer does this, those customers will respect him more. They may go elsewhere for a time, but they usually come back because they know you are honest and fair."

Value of Delivery Service.

In modern retailing service is one of the strongest planks in the foundation of the business. Mr. Clark found this out over six years ago when he moved to Avenue Road. He was not prepared to accommodate the trade that immediately came and states that this lack of service lost him considerable business. A good class of customer, he claims, wants a good delivery service, and is willing to pay for it. He has four delivery wagons on the road all the time, and sometimes five and even six. To facilitate the service and eliminate complaints he has a book for each driver, in which is marked the route for each trip. This saves time. There is also marked the time the driver leaves the store and the time he gets back again. This shows how the drivers are doing their work and puts a check on wasting time at the back doors.

Great Believer in Associations.

The trade is pretty well acquainted with the association side of D. W. Clark's career. Among the boys he is familiarly known as "Dave." He is now president of the Toronto Retail Grocers' Association, and was the first president of the Ontario Retail Grocers' Association. He joined the former at its inception in 1886, was president in 1893, and is to-day the only charter member in the grocery business. He took a prominent part in the formation of the Ontario R. G. A. in 1912, and became its first president.

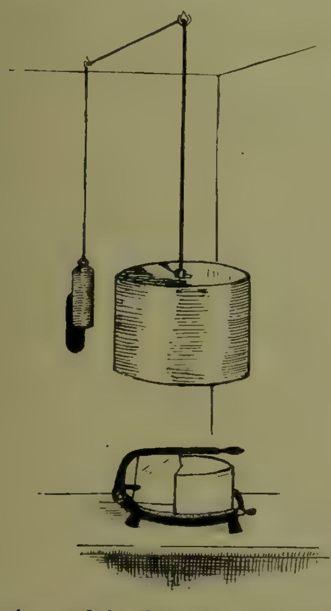
It is interesting to note in this connection that Mr. Clark has been a reader of The Canadian Grocer ever since the first issue—twenty-six years ago. This is a record that may be evened, but which cannot be excelled.

Fixtures that Aid in the Store Service

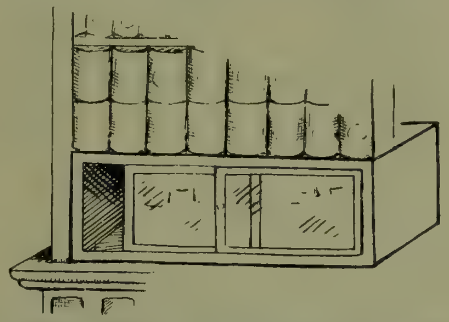
Some of the Appliances in the Store of Thos. Shaw, a London Grocer to Facilitate Business and Help to Satisfy the Customer—Device For Lifting off the Cheese Cover—Display Cabinet for Tobaccos—Value of the Meat Slicer, Etc.

GENIUS is often run across in the retail grocery store. There are many to be found among this trade with inventive turns just as there are in any other line of endeavor.

One of the first things a visitor in this store of Thos. Shaw, London, Ont., will notice is his cheese cover. Mr. Shaw, as will be seen from this illustration, has a large tin cover for his cheese which works with a weight by the side wall. When an order of cheese is filled, he simply pulls down the cover over the cheese and cutter and keeps everything clean and free from dust. The weight, which operates with a strong cord pulled through rings in the ceiling, works up and down against the wall and above the top shelf. This weight is just heavy enough to hold the cover suspended in the air when it is raised preparatory to filling an order. Mr. Shaw has had the word "cheese" in large, artistic letters printed on the outside so that customers can never fail to see that this article is always in stock. The cover serves the purpose of keeping the cheese sanitary and dry and its neat appearance and lettering attract attention. This device saves lifting off a heavy glass cover.



Device used in the Shaw Store to lift the cover off the Cheese.



Tobacco Cabinet with sliding glass doors that helps sales and keeps the Tobaccos enclosed.

Shelf Show Case For Tobacco.

To help the sale of tobacco, Mr. Shaw had installed an attractive and handy little show case behind the main counter and in one of the shelves. This is probably four feet long by about two feet in depth. In front are two sliding glass front doors so arranged that they slide inwards and are therefore never in the way.

The tobaccos are neatly arranged on shelving in this case and, as the doors are of glass, they may be seen by every customer and hence, more tobaccos are sold. Another feature is that the show case separates the tobacco completely from other goods on the shelves and there can never be any complaints of tobacco-tainted spices, etc.

Silent Salesman for Cigars.

Next door to the Shaw store there used to be a barber shop. The proprietor sold cigars and pipes as well, but he had to vacate the premises and moved across the street some time ago.

This gave Mr. Shaw his chance. He bought a neat little silent salesman stocked with some good lines of cigars and pipes and now he does a nice little trade in these lines. The street cars stop opposite his door and this has tended to help out his cigar business.

Values the Credit Register.

Among the other equipment in this store are to be seen an account register, computing scale, meat slicer, coffee grinder and cheese cutter.

Mr. Shaw was probably the first London grocer to instal an account register. He has had it for some three years and finds it to work exceedingly well. The best of it is, he stated, "there is no bookkeeping to do." The customers appreciate it because they have always their accounts totaled up to date.

Meat Slicer Attracts Trade.

There is money in a good meat slicer, Mr. Shaw maintains. "People frequently ask to have their bacon or ham cut on the slicer because of the even slices," he says. "We get a great deal of business for parties, social functions, curling bonspiels, etc., for sandwiches, just on account of the slicer."

Here then, are several instances showing the value of equipment in increasing sales and giving rapid service—two things to be much desired by every retail grocer.

Thos. Shaw is a well known association worker. He is a long standing member of the London R.G.A., and a ex-president, and was the first treasurer of the Ontario R.G.A. formed on Good Friday of last year. The latter association had no hesitation in appointing him master of the exchequer.

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WHY DOES A HEN?

When Mrs. Goose has laid an egg
She does not cackle. No;
She keeps the matter mum—she's like
A lot of firms I know.

But Mrs. Hen is different—
When she doth eggs produce,
She publishes the fact abroad,
Because—she's not a goose.—D. W. G.

◆

Determination, or persistent effort, is one of the greatest things in the world. The young man who starts out with the one purpose of being a statesman, a merchant, a financier or a physician, and one sticks to his one idea, or determination, will seldom fail to reach the desired goal, provided he has the natural aptitude.

The confectionery counter just inside the door of the Park Provision Co., Montreal. This attracts great deal of business.

Demonstration of Money in Confectionery

Some Arguments Showing How to Look at the Matter of Stocking This Line—Traveler Readily Convinces Dealer of Value of Confectionery Department — Atractive Confectionery Counter in Montreal Store.

The following conversation was heard recently in an Eastern grocery by a Grocer representative. The salesman was the representative of a well known candy manufacturer, and was endeavoring to interest the grocer in selling candy, etc., but the grocer was obdurate —couldn't see anything in it for him at that time—but now has a very fine department that is making a nice profit for him every day:

Salesman—Mr. Blank, why aren't you handling confectionery?

Mr. Blank—Why should I handle confectionery? Am I not in the grocery business, and isn't that sufficient to keep me out of mischief? Haven't I got worries enough without adding more. Handling candies, well, I should say not, I've got all I can do now.

Salesman—Well said, Mr. Blank, but you wouldn't think of using that argument against stocking a new line of groceries that showed a fair profit and for which there was already a demand, would you? You are not in business for the love of it nor even for your health. YOU'RE IN IT FOR THE MONEY YOU CAN MAKE. Groceries give you a small margin of profit—you have to work like the dickens to make a living simply because your profit on the goods you sell is not large enough. Now, if I can show you a line that will readily sell to your trade here and give you a profit of 40 or 50 per cent., would it interest you? Would you be interested in adding $20 to $25 per week to your profits. And adding to it by making a small investment for some up-to-date fixtures?.

Getting Down to Business.

Mr. Blank—You've got to show me. I've been "bit" before by pretty tales of immense profits, but never again for yours truly.

Salesman—Certainly I'll show you. How many customers have you, Mr. Blank?

Mr. Blank—About 300 families. Of course, a lot of customers come in from time to time that are not regular patrons.

Salesman—Do many children come in? And are there many young men in this neighborhood?

Mr. Blank—Yes, quite a lot. We have a large number of children who come here for their parents.

Salesman.—Then, Mr. Blank, you already have your trade for confectionery; all you have to do is to lay in a stock and display it properly and you will begin to pay dividends on your investment immediately. You have, you say, 300 families trading here. That means you are supplying approximately 1,200 people regularly, to say nothing of the transients. Now then, suppose only 200 of these bought candy from you and you made a profit of 10c per pound, you would have a weekly profit of $20, if each customer bought a pound a week. This is a very conservative estimate, Mr. Blank, for, as you know, the average candy buyer buys much more than a pound a week, and your profit in the majority of cases is about 20c per lb. rather than 10c. Now, are you going to let this $20 per slip away from you? Are you going to pass up this ready-made opportunity for increasing your profits? Take this line of chocolates, Mr. Blank, they will give you a profit of 26c per lb.; here's another that will net you 22c, etc., etc.

As a result of the above conversation, Mr. Blank purchased a stock of confections and is now making a handsome profit from the sales of this department every week.

Separate Confectionery Counter.

The confectionery department of the Park Provision Co., Park Ave., Montreal, is herewith reproduced. The neatness of the arrangement is its most attractive feature. Being at the right hand side of the main entrance, everybody who enters the store must see this tasty display and invariably if the customer has a sweet tooth they make a purchase. The grocer makes more on a pound of candy than a bag of potatoes. Which would you rather handle, Mr. Grocer? The photo gives the detail of the arrangement of this confectionery department very clearly, as one can see the pies and crullers, the chocolates and bon bons, the boxes of chocolates, the Easter novelties, the cookies and cakes and the bread and rolls. Thus, by selling everything of this nature in one department, many extra sales are made, as one article suggests another.

For instance, a customer seeing a nice cake will in all probability spy the chocolates just below them, and her mouth will begin to water for them, for there is nothing that a woman likes better than chocolates.

There is a big field for it among the trade the grocer now serves, and the above photograph will give one an idea how to arrange this department. Whatever one does he should get the best fixtures, sell the best goods that can be obtained, and keep the department **ABSOLUTELY CLEAN.** These rules backed up by an aggressive boosting will make this department a success.

Building Up Confectionery Department

Guelph Grocer Tells How He Has Built Up Good Trade In This Line—Uses Silver Trays On Which To Show the Varieties, And Handles Only Quality Goods — Berlin Dealer Favors Women Clerks for This Department.

During the past few years a very marked change has been witnessed in the character of the "candy counter" in the grocery store. For years grocers have handled confectionery. Formerly it consisted chiefly of candy sticks, bars, and a great variety of gross goods, and these were always displayed in the original cardboard boxes, or even barrels in which they arrived at the store.

But all this has changed. "Candy" has given place to "confectionery," and with the change a very marked difference is to be noted in the method and attractiveness of display.

A. J. Groom, of Guelph, Ont., speaking of the handling of confectionery in the grocery store, states that he has met with splendid success. To begin with, he is situated up in the dry goods and wholesale section of the city, where there are a number of working boys and girls, who run in for their 10, 15, or 25 cents worth of candy. Thus, from his situation alone he had a splendid opportunity to sell his goods.

Uses Nickel-Plated Candy Trays.

"The cost of upkeep," states Mr. Groom, has been little more than the cost of the trays in which the candy is kept. Only a short time ago I invested in a dozen nickel-plated candy trays, and I certainly feel satisfied with my investment. They sell two or three times as many goods as the old wooden trays used to do. In selling candy, the way in which it is displayed counts for everything, provided the quality is there to back up the display, and the nickel trays set it off in a way the wooden trays never were able to do. Besides, whereas with the old trays I had to display almost a whole pail of each candy at once, I now am able to keep my stock fresher and display a greater variety.

"I carry only a high-class line of confectionery. Most people, I believe, are through looking for cheap stuff, and now want something really good or else nothing at all. I make it a rule not to sell any cent goods, so that I am never troubled with children at school hours coming in for their 'one cent's worth of this or that.' Around Xmas time in particular I make a specialty of box chocolates, imported French fruits, English hard-boiled stuff in bottles, and other confectionery novels.

Good Margins on Quality Lines.

"Profits on this quality of goods are much higher than on cheap lines, and there is less difficulty in handling them. The margin varies greatly, but runs anywhere from 25 to 40 or even 50 per cent."

Turkish delight is one of Mr. Groom's best sellers. He states that a few years ago he used to buy only two or three boxes at a time, whereas now he buys a whole case every two or three weeks, and sells 7 or 8 cases during a season. This trade he has built up chiefly through neatness and cleanliness in display, backed by quality in the goods.

Mr. Groom handles confectionery only during a certain season, which runs chiefly from end of October to May. During the rest of the year prominence is given to fruits. He states: "We cannot pay proper attention to confectionery during the fruit season, so we cut it out altogether and devote all our efforts to fruit sales."

In connection with handling confectionery in the grocery store, the conclusion arrived at by Wm. Metcalfe & Co., of Berlin, Ont., is that confectionery should be left entirely in the hands of lady sales clerks. Mr. Metcalfe claims that it is a mistake for men to try to sell candy on account of being too awkward in making sales, and lacking the freeness of manner and suggestion peculiar to women.

In the Metcalfe store confectionery is sold on the basis that it is not only a delicacy and a luxury, but really a food. This argument is used very extensively in making sales and in talking quality lines. Cheap candies are completely avoided, and only purest and highest grades stocked. Through talking pure foods many sales of higher class goods than those asked for are made.

WASTED TIME.

A grocer hired a man capable of selling $200 worth of goods a week. Bad management wasted half his time and he only sold $100 worth a week. The grocer lost the profits on a gross annual business of $5,200—$100 a week.

When you hire a clerk, you simply buy a certain amount of his time, to be used as you direct. If you direct wrong, or he wastes part of his time, you lose.

Time can be wasted in a thousand ways. Most of these are under the control of the employer.

Most of the waste of time is caused by bad methods controlled by the owner of the store.

Three Hours' Phone Sales Amount to $800

Montreal Firm Shows to What Good Use the Telephone Can be Put—Newspaper Advertisements Run on this One Subject—A Night Manager Takes Orders—Form Used in Taking These Orders.

THE telephone offers the live merchant an open "sesame" for entering the house of hundreds of "hard-to-get-into-the-store" people. It is an avenue of approach that does not discriminate in favor of the larger store. It is a sales method that does not add to the overhead expense, yet by its intelligent use the live dealer is enabled to tell the story of the goods he wishes to sell, directly to the housewife without being interrupted or having her attention detracted by other attractions as is often the case when the customer comes to the store. The salesman can often get quicker action over the telephone than over the counter, thus cutting down selling cost. To get the best out of your telephone—to turn it into a producer—to make it a salesman for you—you will have to study it so as to be able to develop its "business bringability" to the highest degree.

Launching a Telephone Campaign.

After training their operators to handle calls intelligently, Goodwin's Limited, Montreal, adopted the plan of running a series of newspaper ads. Here is one of them:

The early Order Catches the Early

Phone your order in to-night if you like—through the Night Manager—or as early as 8 o'clock to-morrow morning.

If your order is received before 10 A.M., your order will be shipped on the noon delivery.

The following is another strong adverisement recently used by Goodwin's, Limited, for increasing phone sales:

The Night Manager Can Take Your Grocery Order To-night.

He's here from 6 to 10.30 P.M. Then there's eight lines direct to Grocery Section from 8 o'clock in the morning.

Granulated Sugar, cotton sack, 20 lbs.	.96
Finest Creamery Butter, per lb.	.35
Pure Lard, per lb.	.20
3-lb. tins	.60
New Laid Eggs, guaranteed, per dozen	.30
Fresh Pork Sausages, per lb.	.15
Home Made Brown, per lb.	.15
Windsor Bacon, Boneless, per lb.	.30
Breakfast Bacon, per lb.	.36
Cooked Ham, per lb.	.37
Roast Pork, fresh, per lb.	.40

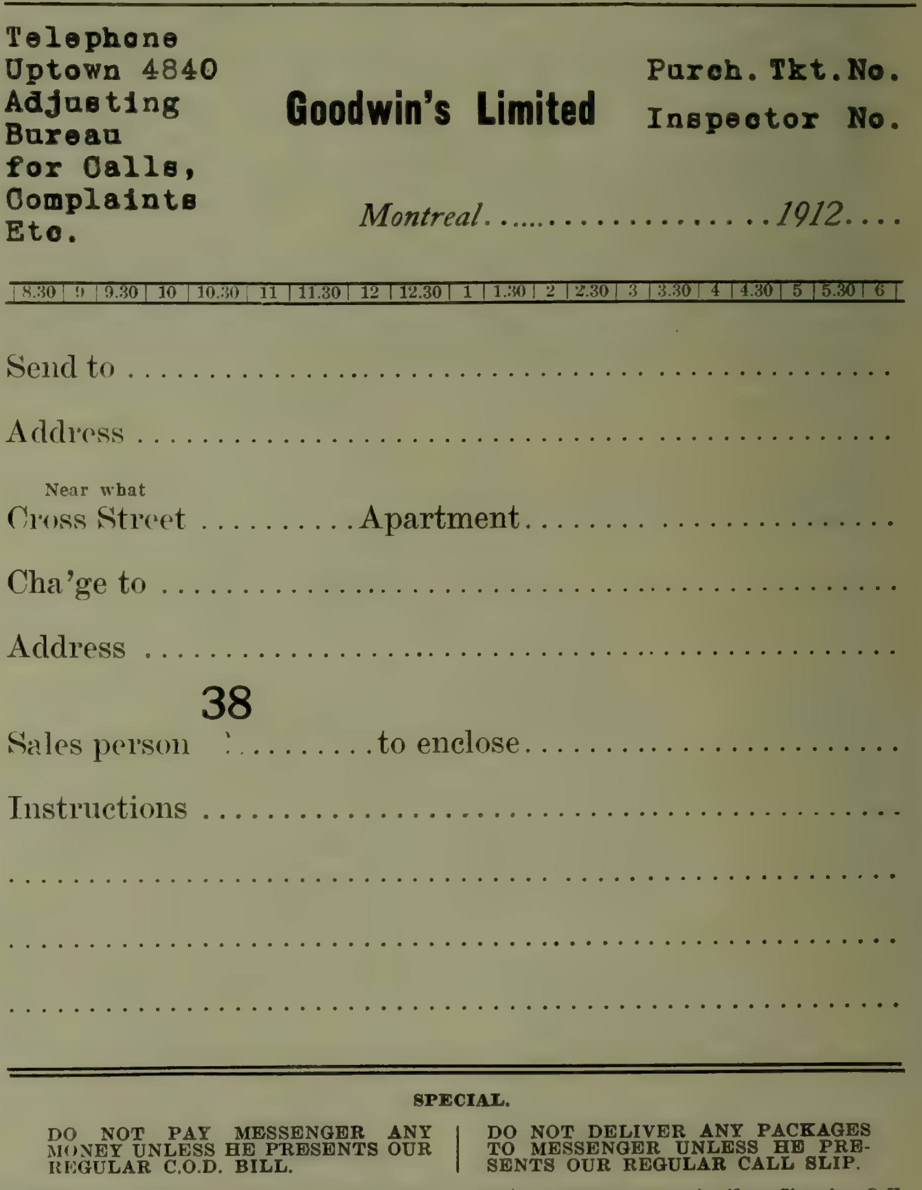
This plan drew the attention of the public to the telephone service while the specially priced articles draw sales. That this plan was a huge success it is only necessary to state that eight telephone salesmen sold $800 worth of groceries in three hours one Friday morning. This was not an unusual thing but is the regular business that this firm has worked up by giving attention to the telephone system of selling. Their telephone trade is growing at a rapid pace, which is an added argument for intelligent operating.

Handling Telephone Credits.

As the telephone companies inquire very closely into the standing of their subscribers, their reports may be safely taken as a basis for giving credit to telephone customers. This plan was used successfully by a large Philadelphia house recently. They advertised that credit would be given to all telephone subscribers in good standing with the company. While this policy of giving credit promiscuously has been successful in some instances, care should be used in extending credit.

Drumming Up New Telephone Customers

In calling up new customers, have some form to follow. Use sales talk that will convey the most information in the fewest possible words. For instance: First give the name, address, and tele-



Telephone
Uptown 4840
Adjusting
Bureau
for Calls,
Complaints
Etc.

Goodwin's Limited

Purch. Tkt. No.
Inspector No.

Montreal..................*1912*....

8.30 | 9 | 9.30 | 10 | 10.30 | 11 | 11.30 | 12 | 12.30 | 1 | 1.30 | 2 | 2.30 | 3 | 3.30 | 4 | 4.30 | 5 | 5.30 | 6

Send to ....

Address ....

Near what
Cross Street ....Apartment....................

Cha'ge to ....

Address ....

Sales person 38 ....to enclose....................

Instructions ....

....

....

....

SPECIAL.

DO NOT PAY MESSENGER ANY MONEY UNLESS HE PRESENTS OUR REGULAR C.O.D. BILL.

DO NOT DELIVER ANY PACKAGES TO MESSENGER UNLESS HE PRESENTS OUR REGULAR CALL SLIP.

Reproduction of form used for taking phone orders. Duplicate goes to the office for O.K. of the Credit Man.

phone number of the firm. Then the name of the salesman. Follow this with the suggestion that perhaps Madam would be interested in saving a few dollars. Then name over some specially priced articles and the order should result. However, if the prospect does not wish to purchase remind her that perhaps to-morrow she will want something and that the salesman would be delighted to save her a trip through the rain and mud, save her from the jam and crush of the street cars and street crowds. Make the sales talk short and snappy yet pleasing and informative. For your success depends upon convincing the customer that shopping by telephone can be accomplished with less bother and worry than a trip to the stores with its attendant discomforts.

Form for Phone Orders.

Goodwin's, Limited, have a special form on which telephone orders are taken. It will be observed from the reproduction of it herewith that it supplies some splendid information about a new customer in so far as delivery is concerned. There is a space for the name, one for the address and information on how to reach that address. This form is always made out in duplicate, the duplicate being sent to the office for the credit man's O.K. At the bottom of the form will be noted a request to the customer not to pay messenger any money unless he presents the regular C.O.D. bill and not to deliver any packages to messenger unless he presents the regular call slip.

Motor Delivery as Opposed to Horse System

Guelph Driver of Auto Claims It Can Do Three Horses' Work And At Cost of About 25 Cents Per Day More Than Each Horse—Saving Would be $3.25 Each Day—Galt Merchant Refers to Advertising Value of the Motor Which He Recently Purchased.

By Chas. J. McFarlane, with J. A. McCrea & Son, Guelph, Ont.

All my life, more or less, I have been working with horses, until eight months ago my present employers purchased a motor truck. These last few years I have found horses expensive; feed is high, and harness, wagons, and the shoeing of horses make big repair bills. Taking horses—that is horse, wagon and all accessories, I figure that a horse and wagon costs the merchant $1.75 a day without the driver's wages.

The firm that I am now delivering for with a motor truck have a large grocery, meat and china store, and I am able with the motor to cover as much ground as three horses. Of course, the firm also run two wagons for sections I cannot reach. We ran the truck eight months last year, through wet and dry weather, and gave it a most satisfactory test out. My truck is a twenty-two horse-power, two-cycle engine, and is run for a cost of about $2 per day. That includes gasoline, oil, wear and tear. Trucks are only an expense when running, that is for fuel. The horses are eating whether they work or not. The truck I run is easily controlled and simple. It is not hard for a new beginner to master it, if he has steady nerves. It has a planetary transmission, two forward speeds and one reverse; almost any person can steer at first attempt. The electrical parts offer the most difficulty to a beginner. For instance, if you had a short circuit your car would be out of commission and you would not know how to go about fixing it.

From my experience I consider it better to train a driver who knows the city to drive the truck, rather than a mechanic who understands the truck, but not the city, as so much time is lost by twice covering ground. As the roads are improved, all merchants will likely adopt this modern method of systematic delivery service.

* * *

VALUE OF THE AUTO.

For the past two months or more all delivery from the A. C. Macauley store, of Galt, Ont., has been by motor. Previous to that time many of the Galt merchants had had their delivering done by a separate delivery firm, with whom they took out yearly or semi-yearly contracts.

From an advertising standpoint Mr. Macauley considers the motor truck a very great asset. With regard to expense he states that he has had the motor truck only a very short time, and as neither he nor his driver had any previous knowledge of driving or of repairing a motor, he has necessarily been compelled to pay for experiences which will not be repeated. As compared with horse and wagon delivery system no definite conclusion as to maintenance can be arrived at owing to the shortness of the trial they have given the motor, but so far they feel very well satisfied with results obtained.

"Owing to the openness of the winter," he stated, "we have not at any time been prevented from running the motor on account of heavy snowfalls. As an expense much will have to be judged from the depreciation of the motor, so that after a year's time we will be in a better position to make definite comparisons.

In connection with his delivery system Mr. Macauley has a card about 24in. x 14in. placed in a prominent position in his store, announcing the times for deliveries to leave the store. An idea of this announcement may be had from the accompanying diagram, which explains itself.

DELIVERIES LEAVE AT

9 a.m. | 3 p.m.
10.30 " | 5 "

SATURDAYS

9 a.m. 2 p.m. 7 p.m.
11 a.m. 4 p.m.

Reproduction of card in the Macauley store, showing various hours for delivery.

Writing Advertisements to Create Sales

Heading, Introduction, Design, Type and News Value of The Copy Should be Taken Into Consideration — Attention Must be Secured and Held Throughout if Best Results are to be Obtained—Are Rules of Too Frequent Occurrence?—Seven Canadian Advertisements Criticized.

ON the opposite page are seven newspaper advertisements of retail grocers. These have recently appeared in Canadian newspapers, all of them having been reduced more or less from their original size.

In considering the pulling power of a newspaper advertisement, there are a few things which should be given special attention, namely: the heading, the introduction, the layout or design, the type and the news value of the body of the advertisement. Other matters of less important consideration are the border and the signature. In combining all these things the aim of ad. writer should be to produce something that is strong enough to first attract attention; second, induce the reader to read it through; third, create a desire on the part of the reader to purchase and fourth, to change that desire into action.

In aiming to produce the final result, it is well to understand that the general attractiveness and the heading have to be carefully considered. Also there should be nothing about the ad. to detract from the part that is to produce the business. Fancy borders and rules must, therefore, be practically eliminated, the rules particularly. These seldom form any part of the attractiveness and there is certainly nothing in them to produce sales. White space is usually much more valuable than rules. A border or a heading design is only useful when it is appropriate to the occasion. These rules and fancy borders are quite often the work of the printer who should know better.

The effectiveness of an advertisement is often spoiled by several kinds of type. The ad. with one series—with of course two, three or more sizes of that series—is usually good to look upon. Lack of an attractive general design or layout frequently wrecks what would otherwise be good copy. With these points in mind, let us look at the advertisements on the next page.

F. R. Bailey & Co., Saskatoon, Sask.—This ad. has a fancy border. While it is not too objectionable, yet ad. critics would say a plain single rule border is better. Then it would in no possible way detract from the body of the copy. A number of rules will be seen here. With the exception of the box around "Ladies Skirts," could not the remainder have been eliminated? What purpose do they serve? With them out the extra white space secured would have improved the general appearance. The heading "Easter Tidings," is fairly good, but is it strong enough? "The Place to Buy Your Easter Goods," or "Your Easter Wants Supplied," would probably have been stronger because either suggests more than "Easter Tidings." The remainder of this ad. is extra well written. The introduction is splendid; the sub-heads "Easter Specials in Groceries," "What to Wear on Easter Day," are happy selections and on the whole this is a good general ad.

The City Grocery, Estevan, Sask. — But for one thing this would have been a splendid advertisement. It is somewhat top heavy, there being too lengthy an introduction for the number of "Easter Specials" mentioned. The heading cut is quite appropriate with the rabbit and Easter lily and the dealer selling eggs to a customer. If the introduction had been cut off at the word "stock" and more of the goods mentioned with their prices, this ad. should have been more effective. Or if more space had been used to permit of a wider selection and something of interest given about each special—such as "Canned Chicken, Delicious for luncheon, per can, 40c." some good results should accrue. Readers will note how the absence of rules shows the ad. up strongly and attractively. This is probably the most attractive ad. of the seven.

Yerxa's, Fredericton, N.B.—Here is an ad. that stands out strongly. No one reading it could overlook the words "Onions, Canned Goods, and Fruits," and if they desired any of these the suggestions would create sales. Many grocers would possibly prefer a more general heading than "Onions," so that every reader's attention would be secured whether onions were wanted or not.

The rule question is one to be considered in this ad. Would it not have looked better if every rule had been left out? The extra white space secured would surely have helped the appearance and as these rules really perform no service why should they be there? Probably the only place where one is called for at all is above the words "A Few Good 25 Cent Bargains." This is because the type in this line and in "Pineapples" above are not much different in size. The printer too in this advertisement, has indulged in too many types. The heading of course should be in larger type than any of the subheads, but of about the same boldness as the signature. But both "Canned Goods" and "Fruits" should be in same series of type as "Onions," but smaller size. Yerxa's have a splendid idea at the bottom of the ad., that is, giving a list of 25 cent articles. This is one variety of newspaper advertising sure to bring good results.

J. M. Belway, Rosthern, Sask.—The general appearance of this ad. is to be commended. It is practically free from rules and the printer has used good judgment in the selection of one type series. The space would probably have been used to better advantage had it been confined to one or two articles. It is scarcely large enough to tell about canned goods, candies, apples, bananas, etc., cigars and tobaccos and fresh oysters and celery. There is always the danger in trying to say too much, of saying too little. A strong ad. devoted to one particular line will bring the people to the store and that is the time to sell them the other goods. A general ad. often lacks the power to get attention; the reader does not concentrate, just the same as a passer-by does not concentrate on a window trimmed with many lines not associated. "Canned Goods" is probably not strong enough for a heading. Everyone knows a grocer handles canned goods. There should be more suggestion in the heading. For instance, "Home Supply Getting Low," followed by "Now That the Spring is Here Again the Housewife's Supply of Canned Goods Must be Running Short. We Have the Best of Every Variety," etc., etc., is a positive suggestion that should get more attention. This ad. is, however, well displayed and attractive.

R. H. Lithgow, Maple Creek, Sask.—Here is an advertisement with a splendid idea worked out well. The only trouble is that it is all introduction. Had it suggested a few actual cases where the 'Woman behind the pocket book' could have benefited by going to Lithgow's store the ad. would have been greatly improved. A few items such as "Canned Tomatoes, wholesome solid pack—per tin, 20," would have given special reason why the woman who buys the household necessities should go to this store for her canned goods. The illustration is appropriate but too large for the remainder of the advertisement. It is just as prominent, as far as size is concerned, as the ad. itself. It should have been smaller. The heading of this ad. is a particularly striking one, however, and should attract good attention, as should also the introduction.

Easter Tidings

The coming of Easter is a sure sign of the approach of warmer weather. To be prepared for it will save you much worry and hurry. Never have we been able to make a better showing of Wash Goods, Dress Goods, Ladies' Whitewear, Boots and Shoes and Clothing. A look will convince you of the superiority of our lines and good prices.

Join the Y and be one of the 1000 Y's ones.

PHONE 1098

EASTER SPECIALS IN GROCERIES

Eggs, strictly fresh, per doz,	35c
Old Gold Peaches, 3 tins	$1.00
Hunt's Apricots, 3 tins	$1.00
Strawberries, 2 tins	45c
Cherries, 2 tins	45c
Sardines, 6 tins	25c
2 1-2 lb. tin Honey (pure)	30c
Dairy Butter, per lb.	30c
Oranges, nice large juicy	35c
Apples, fine quality, 5 lbs	25c

What to Wear on Easter Day

Silk Ties for men	25c to $1.00
Ladies' and Misses' Gloves, all colors	$1.50
Misses' or Ladies' Boots in black, tan, or leather, button or lace	$3.00
Men's Cashmere Hose	25c to $1.00
Ladies' latest novelty importations of lace collars	$1.00 to $5.00
Ladies' Waists, latest styles beautiful nainsook and linens etc	$1.25
Spring Overcoats for men	$15.00
Little Children's Dresses, dainty and very pretty	$1.50
Men's and Young Men's Hats, newest styles in hard or soft wool,	$2 50
Ladies Silk Hose	75c to $2.00

BATH AND BEDROOM NECESSITIES

Bath Mats, good heavy serviceable, 27x45 inches in tan and blue	**$1.55**
Colored Turkish Towels, 18x40, fast blue strip down centre, or in plain white per pair	**35c**
Colored Towels, good heavy absorbent quality, red and blue borders, stripes, down centre, per pair	**65c**
Sheets, ready made, good cotton, fine quality, plain weave, deep hem, 72x86 in. per pair	**$2.00**
Fine Bleached Cotton, good strong, suitable for sheets, or undergarments, sells regularly for 12 1-2c Bailey's price per yd	**10c**

Ladies' Skirts

A few only grey tweed skirts made of the very best material, good strong and durable, late styles and in various shades

Worth Regularly $3 00.

Clearing **$1.25**

Dress Goods

Now is the time to get busy on your new dress for the Spring We have a large line of dress goods in all shades, patterns, grades and prices. McCall's patterns make up like the pictures, they are so simple that any woman can make them and with our new lines of goods you can be well dressed at a comparatively small lay out in money. Get our magazines and advanced fashion sheets and samples of our new goods

F. R. BAILEY & CO.

216-220 20th STREET WEST

Groceries for Easter
Copyright 1910 by C. E. Zimmerman Co.

Holy Easter-tide and its grocery requirements have received the closest attention from this store. All the delicacies of the season have been carefully taken into stock. A great variety of Easter eggs and favors will be found here to choose from. As usual we have had in mind and paid the closest attention to the nature of the season. Ladies of all beliefs will find on visiting this store that their tastes and desires are fully catered to.

These are only a few of our Easter Specials

Laird's Canned Chicken per can,	40c	Lamb's Tongue in glass, special	85c
Heinz Pork and Beans per can,	25c	Honey, 3-lb sealers, special,	55c

Lettuce, Tomathes, Rhubarb, Bananas

The City Grocery

Fourth St. west 'Phone 7

THE WOMAN BEHIND THE POCKET BOOK

is the customer we appeal to. To be sure she wants the best grocery staples and table luxuries; but she wants no overcharging for that "best." We're not a bit afraid of her, for the simple reason that our prices can't be beaten for same quality. As a matter of convenience we will call for and deliver orders at regular stated intervals, or in a hurry if you use the 'phone.

R. H. LITHGOW

Jasper Street.

ONIONS

Good Sound Stock. Free from Sprouts.

Large sized	**4c lb., 8 lbs., 25c**
Small sized	**3c lb., 12 lbs., 25c**

Canned Goods

Tomatoes	15c can	Salmon	14c and 18c can
Corn	10c, 3 for 28c	Peaches	18c and 27c can
Peas	13c, 2 for 25c	Pumpkin	10c can
Baked Beans	10c and 12c	Pears	18c and 23c can

FRUITS

Valencia Oranges	**12c and 18c doz**
Large Sweet Navel Oranges,	**30 and 35c doz**
Best Lemons	**25 cents dozen**
Large Grape Fruit	**9c, 3 for 25 cents**
Ripe Tomatoes	**15c pound**
Pineapples	**13c, 2 for 25c**

A FEW GOOD 25-CENT BARGAINS:

2 cans Campbell Soup	25c	7 cakes Yerxa Soap	25c
2 cans Baked Beans	25c	6 pkgs. Ascepto Powder	25c
3 pkgs Corn Starch	25c	1 lb. Cream Tartar	25c
4 rolls Toilet Paper	25c	1 lb. Pure Black Pepper	25c
8 lbs. Buckwheat Meal	25c	3 cans Lye	25c
6 cans Sardines	25c	12 lbs. Good Onions	25c
3 cans Old Dutch	25c	2 cans Peas	25c
2 15-cent pkgs Matches	25c	1 can Corn and 1 Tomatoe	25c
1 pail Mooney Sodas	25c	3 lbs. New Prunes	25c
7 lbs. Rolled Oats	25c	3 lbs. Evap. Apples	25c

Yerxa's

Queen St., Fredericton Tel. 327

To Trade With Us Is to Diminish the Grocery Bill.

CANNED GOODS

Such as Sardines, Pork and Beans, Salmon, Lobsters and Corn. We also carry Pickles, Catchup. Also Tea, Coffee, Popping Corn.

CANDIES

We have quite a number of Xmas Bon Bons left over. To clear these we offer a reduction of

25 per cent.

Also have Chocolates, Mixed Candies and Velvets, Nuts of all kinds

FRUITS

Apples, Bananas, Oranges, Grape Fruit, Lemons

Cigars and Tobaccos

Fresh Oysters and Celery

J. M. Belway

PROPRIETOR

CHOICE

Confectionery

We have just received a fresh supply of Choice Confectionery in chocolates of different brands, also Creams, Milk Caramels, Nut Bars, Cocoa-drops, &c.

Besides the above we have G. B. Duchess and Lowney's chocolates in fancy packages.

FOLLANSBEE & CO.

WANT SOME GROCERIES?

New supply for the month, try

Copas & Young

For Quality, and their well known Low Prices.

NEW CALIFORNIA HONEY, per comb	**20¢**
PURE NEW ZEALAND HONEY, 2-lb tin	**45¢**
C. & Y. BREAD FLOUR, per sack	**$1.75**
FINEST GRANULATED SUGAR 20-lb sack	**$1.25**
DR PRICE'S OR ROYAL BAKING POWDER, 12-ounce can for	**35¢**
MAGIC BAKING POWDER, 5-lb can	**90¢**
12 ounce can	**20¢**
INDEPENDENT CREAMERY BUTTER 3 lbs for	**$1.00**
NOEL'S OR HARTNEY'S JAM, all kinds glass jar	**20¢**
TICKLER'S OLD COUNTRY MARMALADE 1-lb glass jar for	**15¢**

PATRONIZE THE STORE OF THE PEOPLE

COPAS & YOUNG

THE ANTI COMBINE GROCERS

Grocery Dept. Phones 94 and 95 Liquor Dept Phone 1632

Corner Fort and Broad Streets

Seven newspaper advertisements recently run by Canadian dealers. Criticisms appear on the opposite page.

Copas & Young, Victoria, B.C.—Over half this advertisement is taken up with flaring black letters which are not conducive to attracting much attention. Why the name should be inserted twice is difficult to understand, unless the ad. were written in a hurry and something was wanted to fill up. The name at the top should have been given over to a strong introduction which would have got the reader to go through the prices quoted. Is the heading of this ad. sufficiently strong? Would professional advertisers in a good magazine use such a heading for anything? It is the most natural thing in the world that people want groceries. We all must live and therefore we have to go to the grocery store. So the heading is superfluous. Taking it for granted that people want groceries, the object is to give them reasons why they should come to Copas & Young's store. Why not have used the words "For Quality and Low Prices" which appear farther down for a heading and followed up with "you will find our goods will give you entire satisfaction," etc. Or, "New Goods Always Give Satisfaction" followed by "We have just secured many new stocks of groceries for the month and a glance over the goods and prices below will be sure to bring you to our store." The best feature of this ad. is the list of new goods with the prices in a little heavier type. This is something which ought to appear in every retail grocer's ad. The rules here might easily have been omitted.

Follansbee & Co.—This is rather a neat little advertisement with a good heading—one that ought to attract some attention. It is not overly strong but yet has its merits. The introduction following up the heading is splendid because of the reference to the new arrivals of fresh goods. The word "fresh" from a confectionery standpoint is of a magic character. In this, as in the others there does not appear to be any particular advantage gained from the rules. The white space ought to be more valuable in making the matter stand out more prominently.

A WARNING.

Health Commissioner of New York City has issued a warning against "soap bark," or saponine, which the health department says is being used commonly in the preparation of soda water, in some kinds of soft drinks and in fillings used by bakers.

The health department has instructed the food inspectors to notify dealers that further use of the preparation will result in criminal prosecutions.

Attempt to Force the Dealer that Failed

Galt Retailer Who Refused to Be Told That He Had To Sell a Certain Tea And Introduced Another—Made Sure It Was of Just as Good Quality—Also Introduced Successfully Good Line of Rolled Oats With Better Margin Than Those He Had Been Selling.

That the retail merchant has the opportunity and power to create sales and build up a demand for any line of goods which he himself firmly believes to be worth selling is very strongly the opinion of A. C. Macauley, of Galt., Ont. Speaking with a Grocer representative, he stated: "Some time ago I was handling two lines of package teas, both very strongly advertised in daily papers, magazines and on sign boards everywhere, so that the consuming public were daily being brought face to face with the names of these two. It was not difficult to make sales in either line, and I had readily built up a fair tea trade without expending any great effort.

When the —— tea traveler came around the next time, we had some slight disagreement, owing probably to mutual misunderstanding, and resulting in my refusing to place a further order with him. I decided to cut his tea altogether. He tried to tell me that I had to handle it; that it was so strongly advertised to the consumer that I would have to stock it in order to fill my orders, and thus I couldn't afford to be without it. My reply was simply, "Who says I have to stock it?"

Introduced New Line.

"To make a long story short, I cut out this line, introduced a new one on which there were larger profits for the retailer, and entered into the spirit of the contest so thoroughly that I switched practically all my customers. I now keep these teas only for two customers, who each use one half pound per week. From the day I quarrelled with that traveler to this I haven't bought a pound of his tea direct. I require now only a pound a week, and so simply exchange with another grocer."

Speaking of how he managed to change his customers over to this new tea, Mr. Macauley stated that in the first place he firmly believed that the new line was fully as good, if not better, than the lines he had been handling, although the retail price was unchanged. With this conviction he stood behind the new line, recommended it strongly to his customers, explained the whole situation whenever he thought it necessary, and gave his own guarantee of satisfaction with the new tea.

Explanations Carefully Made.

At first great care had to be taken, especially when children were sent to the store. In such cases Mr. Macauley always gave what was asked for. In no case was a substitution made without an explanation, or an offer to accept returned goods if found to be unsatisfactory.

Thus little by little the customers at this store came to demand the tea the grocer recommended, although the lines formerly sought were very strongly advertised.

This is only one of Mr. Macauley's experiences in this line, and goes to show the uselessness of trying to force the retailer. In several other cases he changed his trade, but chiefly to lines on which there was a greater margin for the retailer, the new line introduced being in every case up to the standard of the old, in so far as he was able to find out. As an example, he ceased handling a line of matches which cost $5.20 a case, and pushes sales in a line costing $4.25 a case. Both retailed for the same amount.

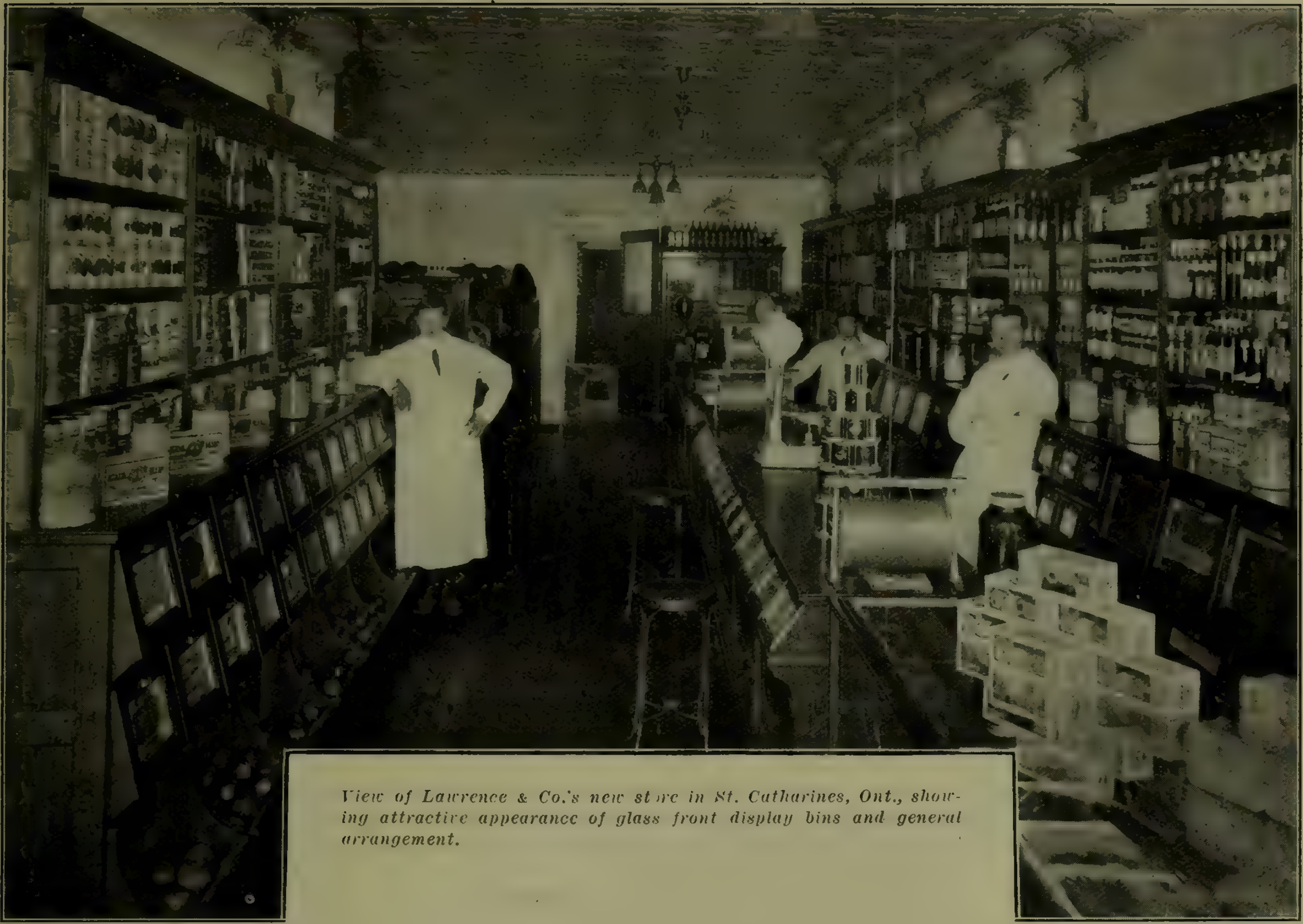
Again he cut out —— and —— rolled oats, both of which his customers were buying freely, and introduced —— rolled oats, another brand. On the latter there was a much larger profit for the retailer. All were package goods of practically the same weight, and the retail price in each case was the same.

Mr. Macauley firmly believes in the flesh and blood power of the retail merchant to make sales, and states that a man can sell anything he chooses provided it is worth selling. He is a believer in co-operation on the part of the manufacturer, not on the use of the club.

VALUE OF A FOLLOW UP SYSTEM.

A mailing list backed up by a good method of recording enquiries and information likely to lead to new business, together with an effective follow up system, will enable a dealer to increase his turnover, and such new business, being of the most desirable variety, will be done at a profit considerably above the average realized in stores where such a policy is not pursued.

If a customer asks for an article that happens to be out of stock, his name and address should be obtained so that he may be advised when the new stock arrives. The retailer should also take advantage of advertising material supplied by manufactures.



View of Lawrence & Co.'s new store in St. Catharines, Ont., showing attractive appearance of glass front display bins and general arrangement.

Display Fixtures that Bring New Customers

Actual Instance Where Trade Was Attracted By Sanitary Display Bins—Silent Salesman for Confectionery—Meat Slicer, Electric Coffee Grinder, Computing Scales, Combination Refrigerator and Provision Counter, Account Register and Self Measuring Oil Tank Among Other Equipment in the New Lawrence Store at St. Catharines—How Delivery is Conducted.

THE old saying that "goods well displayed are half sold is very true in the grocery store to-day. It was with this in view that Lawrence & Co., St. Catharines, Ont., fitted up their store with what they considered to be among the latest display fixtures.

This is a comparatively new firm—composed of A. L. Lawrence and Chas. Hawke—having opened for business just last August. Each of them had spent about nine years previously in a retail store. The establishment is equipped throughout with the glass front display receptacles, as will be observed in the illustration.

"We find that they are a splendid asset to the business," recently stated Mr. Hawke who strongly maintains that goods well displayed are half sold as referred to in the opening sentence.

"These fixtures certainly display the goods most attractively," he added, "as well as keep them handy, free from dust and dirt and are sanitary. We can point to a number of instances where they have already been the means of getting us new customers."

"We have installed computing scales, a meat slicer, electric coffee mill, account register, self-measuring oil tank, and show cases for confectionery. Of course the first cost is large, but we think that in the long run it pays."

One of the planks in the platform of the Lawrence Store is that the stock must be well assorted rather than large. The endeavor is, the proprietors claim to give their customers quality goods at fair prices.

How Fruit is Shown.

On the left hand side of the store may be seen a fixture for displaying fruit which is coming more and more in use in recent years. This is the row of triangular shaped boxes at the base of the biscuit display bins. Samples of the different fruits in stock are shown and it is not necessary to use the oft-times broken cases in which the goods come. Lawrence & Co. do not think the appearance of the store should be marred in allowing such to occupy prominent positions about the store floor.

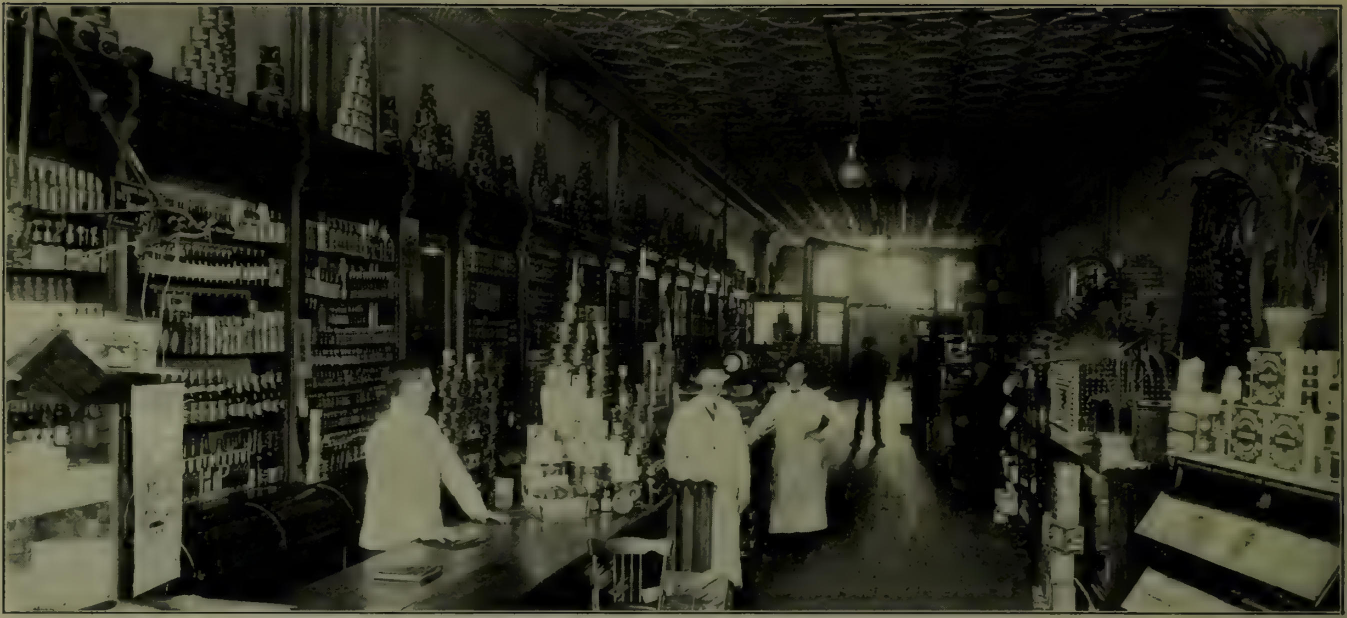
Delivery Through Rear Door.

All orders taken are delivered from the rear door. This, the firm state, always gives plenty of room for customers to move about and allows them plenty of floor space.

All freight too, is taken in from the rear door. A large back porch or verandah with a concrete floor makes it convenient for doing this in stormy or rainy weather. Lawrence & Co. have a large bright store room about two-thirds the size of the main store as well as a good cellar with concrete floor for storing the canned goods, etc., under favorable circumstances.

Just how this store has been laid out to permit Lawrence & Co. giving good

(Continued on page 112.)



Interior view of the store of J. G. Hargraves & Co., of Winnipeg.

Winnipeg Business of 45 Years Standing

Store of J. G. Hargrave & Co., One of the Pioneers in the Big Metropolitan City of the West—Description of Layout of Present Establishment—Canned and Bottled Goods Grouped to Permit of Rapid Service—Equipment For Facilitating Sales.

A PIONEER grocery firm, of Winnipeg, is that of J. G. Hargrave & Co., Ltd. Some forty-five years have elapsed since the business was established and during that time enterprise and adaptability have succeeded in building up a valuable connection not only in the retail grocery trade, but also in the wholesale and retail wood and coal business.

The premises occupied by the firm, situated at 334 Main Street, are admirably suited to the requirements of the trade carried on by the company. The store, which is 185 feet in length by 40 feet, provides not only ample accommodation for the transaction of the grocery business, but also supplies space for roomy offices. The grocery department is well arranged and furnished, and is characterized by an orderliness which reflects great credit upon those in charge.

Canned Goods Carefully Grouped.

The side of the store to the left of the entrance is dedicated to the counter trade of the establishment. The wall at this side is lined with shelves to a height of about nine feet, upon which bottled and tinned goods are neatly grouped in accordance with nature of their contents. Packet mechandise also has a place on this shelving, while beneath it a number of bins afford storage for bulk goods. In the centre of this side of the store the shelving gives place to a nest of small rectangular drawers, in which spices, peppers and similar lines are carried, while two tall mirrors are also inset at equal intervals, and afford grateful relief to the tier of bottled and canned goods displayed on the shelves.

A counter runs down the length of this side of the store, fitted on its underside with convenient drawers for the storage of staple lines, and affording storage space for shop utensils and stores. At the extreme end of this, immediately at the entrance, a glazed countertop show case exhibits effectively a selection of chocolates and candies. Self-registering weighing machines, parcel wrapping stands and an electrical coffee grinding machine are also provided, and are placed in convenient positions on the counter.

Bottled Goods in Cabinet.

On the opposite side of the store and near the entrance, a large glazed cabinet is located, in which a number of bottled lines are exhibited. This is a very handsome piece of store furniture, and provides excellent display facilities. It is fitted with swinging doors, having art-brass handles, and the glazing is arranged to give a mullioned effect.

In front of this, fruit is shown in display boxes. These are arranged on the floor of the store, and are easily accessible. To the back of these a three-tier biscuit display cabinet is located, while immediately behind the latter is the store manager's and cashier's office. This is enclosed by a wooden partition, and the floor is raised a little above the floor level of the store. Beyond the office another biscuit display cabinet is placed, while against the wall are two refrigerators for the storage of dairy products and other perishable merchandise.

DISPLAY FIXTURES THAT BRING NEW CUSTOMERS.

(Continued from page 111.)

service and to eliminate work in delivering is shown by the drawing herewith.

It will be noticed that the store entrance instead of being directly in front is a little to one side. There is an entrance nearby to the stairway leading to the hall above the store, and so that the show window in the front would be as large as possible no further space was wasted for the front store door. The location of the wall cases and counters referred to in the drawing are to be seen in the photograph. At the rear of the counter is a large refrigerator with counter combined, which makes an effective silent salesman of provisions. The ceiling is of metal promoting further the sanitary character of the store.

Next comes the stock room. There is a stairway leading from this warehouse to the basement and a rear door to the porch above referred to. The porch roof makes it convenient to load the delivery wagons during inclement weather, and is highly valued by the firm. There is a space between the lane and the porch for the wagons to move about, and the oil house is also located here. In the front sidewalk is a chute leading to the cellar for coal, and in the rear is another for potatoes and other vegetables.

The Merriman Block, in which this store is located, was built just last year, and no pains were spared to make it attractive. This in itself creates a favorable impression of the store. A good store front is a good advertisement any time.

Cleanliness a Feature.

In addition to quality in goods, Lawrence & Co. are strong on keeping a clean, sanitary store.

''We put special emphasis on keeping the store clean and tidy from front to rear,'' states Mr. Hawke, ''and, while this takes a considerable amount of time, yet cleanliness has never before been appreciated so much.'' This firm are constant readers of The Canadian Grocer, and ''find it of great benefit to us both as salesmen and proprietors.''

Store Plans With Original Ideas

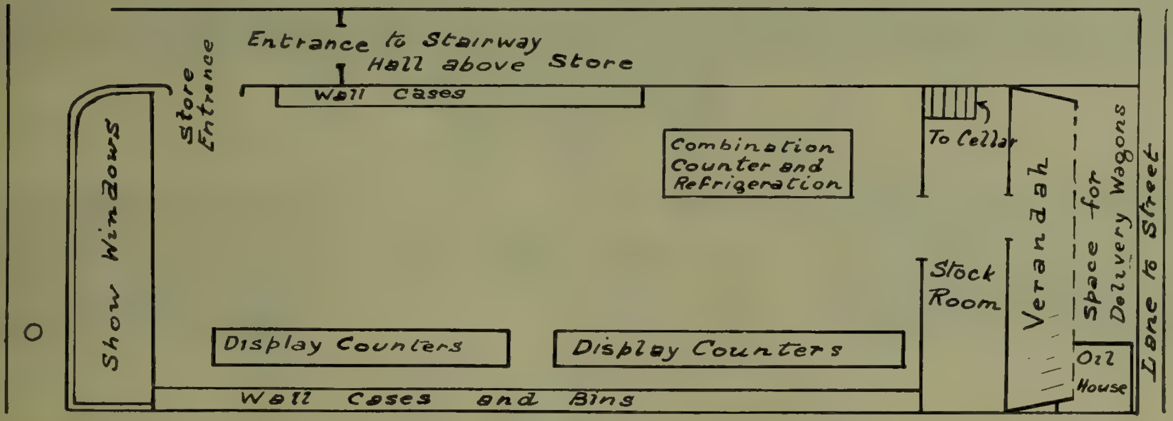
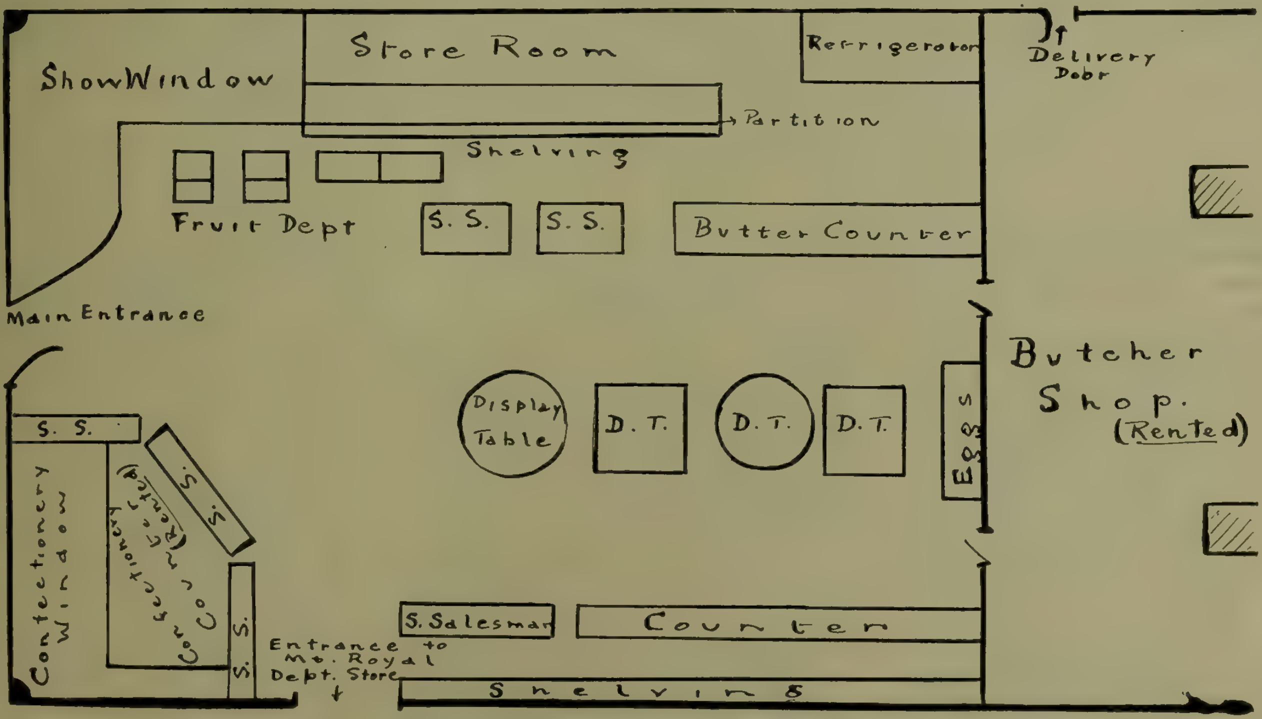
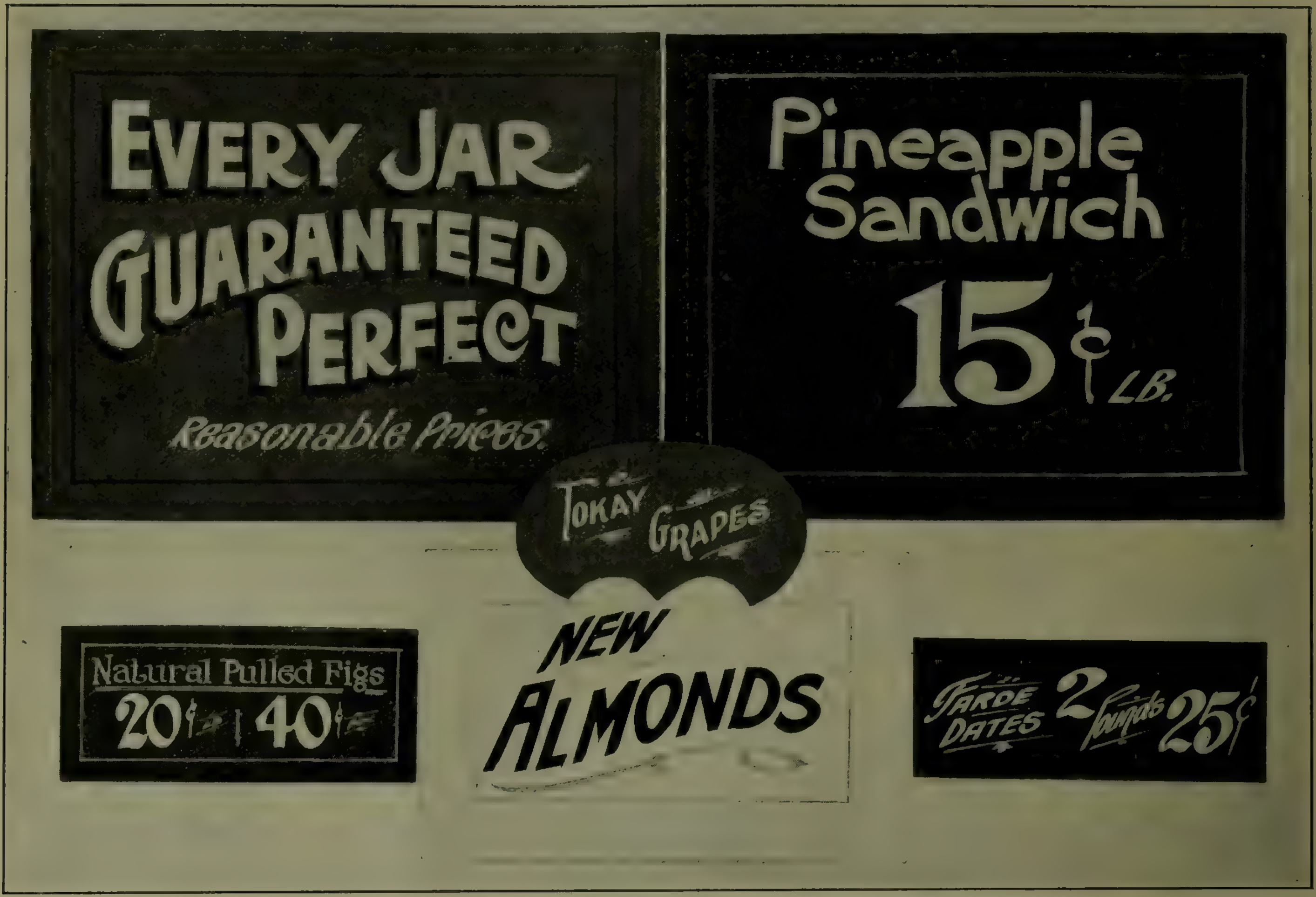


Diagram showing the layout of The Lawrence Co.'s store, St. Catharines. Verandah at the rear makes delivery easy in stormy weather.. Note coal chute in front sidewalk.



Plan of the grocery department of the Mount Royal Store, Montreal, of which Arthur Poitras is proprietor. Mr. Pointras rents a corner to a confectioner and space at the rear to a butcher.



A bunch of neat and attractive display cards used by A. G. Bain & Co., of Hamilton. These are, of course, all reduced from their original sizes.

Part Played by Display Cards in Selling

The More Favorable Information the Customer Knows About the Goods on Display, the More Is She Likely To Buy—The Show Card Supplies This Information—Samples of Attractive Cards Used In Store of A. G. Bain & Co., Hamilton, Ont.

WHEN a window is attractively dressed with a number of jars of marmalade or preserved fruit, it gets attention and makes sales.

Supposing in the midst of that display there appears a show card, "Every Jar Guaranteed"—"Reasonable Prices," would it not get more attention and sell more goods?

Let us suppose, too, a window contains a neat arrangement of pulled figs. Next door there is the same arrangement, but with the addition of a display card, reading "Natural Pulled Figs," which will get the most business?

Apply the same reasoning to a plain biscuit display, and one with the same biscuits, but with a card reading, "Pineapple Sandwich, 15c lb.;" or a glass dish containing almonds and another with a card stating "New Almonds." Every reader will make the claim that where the informative card is used there will be found the greatest number of sales.

Good Business Getters.

This has been the experience of A. G. Bain & Co., Hamilton, Ont., retail grocers, doing an extensive trade. Mr. Bain, who has been using attractive show cards as those appearing above for a good many years, claims that they are certainly helpful in making extra sales.

The Bain store works on the assumption that the more interesting and favorable becomes the information about any article to human nature, the greater becomes the desire on the part of human nature to possess that article. Thus is explained why more almonds will be sold when there is a card reading "New Almonds" than when the card is absent. The word "Farde," in referring to dates, may not be understood by everyone, yet from the fact that it appears on the card the customer or passer-by is going to take a greater interest in those dates. "Natural Pulled Figs" would never be thought of unless a card explained their character.

Used Throughout the Store.

So this explains why Bain & Co. get value from these neat and attractive display cards. They are not by any means confined to the window displays, but wherever opportunity occurs are placed on displays in the interior—and there are many of these displays, because the firm believes in them.

The attractive display card certainly has its definite duty, and it should be more freely used.

* * *

If a salesman cannot sell cheerfully, how can he expect his customers to buy cheerfully?

STORE KINKS

Money-makers for the Retail Grocer. *Time-savers Tending to Better Service.*

AN ATTRACTIVE DISPLAY BOX.

Just inside the front door of the store of T. A. Rowat & Co., London, Ont., is a small, red box shaped somewhat like a hopper used for displaying some seasonable fruit or vegetable. This box is painted a red color so that it will not escape anybody's eye.

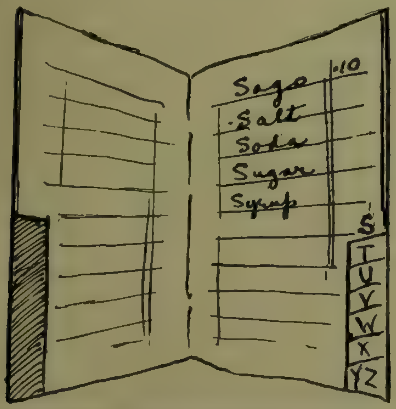
During the winter, for instance, Mr. Rowat frequently showed cranberries in it and did away with the barrel at the front of the store. As spring approaches new rhubarb, lettuce, pineapples, etc., are displayed and sales are made every day from this box. The T. A. Rowat store is always attractive looking and this does not detract from the general appearance as an old barrel or ordinary unpainted box does at times.

* * *

A HANDY PRICE BOOK.

When the proprietor is absent from the store and a customer asks for an uncommon article, how can the clerk determine the price? He has no access —in the majority of cases at least—to the invoices, and even then he would probably be at a loss to know just how much to add to invoice cost.

To cover this point D. W. Clark, a Toronto grocer, uses a small Price Book which is hung on a nail behind the counter and handy for all clerks. This **Price Book is simply an ordinary passbook indexed in alphabetical order as indicated by this illustration. The selling price of an article may be found** here without unnecessary delay in consulting the proprietor.



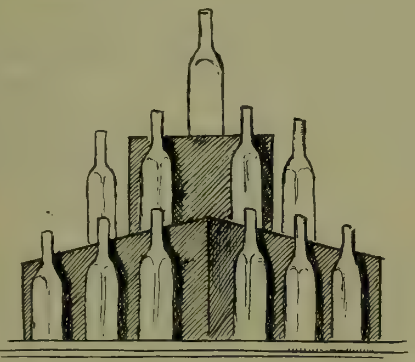
This illustrates how Mr. Clark's Price Book is Operated.

Mr. Clark finds this a handy little book which the clerks use quite frequently, and it is valuable because it acts as a preventive against guesswork—over or under charging.

* * *

A CHANGE FOR THE TOP SHELF.

E. McCance, a grocer on Ross St., St. Thomas, Ont., has a unique method of displaying goods on the top shelf.



This Arrangement ran all along the top Shelf.

Like many other grocers, he tries to get away, occasionally, from the usual pyramid display of canned goods on the top shelf and to have something a little different.

His display on this shelf is represented by the accompanying illustration. He sawed a number of boxes in two from corner to corner, each box making two pieces, for the bottom of the display. The top piece is made from a smaller box sawed in two straight across.

Mr. McCance had each piece of box covered with red cloth and he displays bottled goods, etc., against and on top of them as shown by the design.

* * *

SIMPLE BAR SOAP CUTTER.

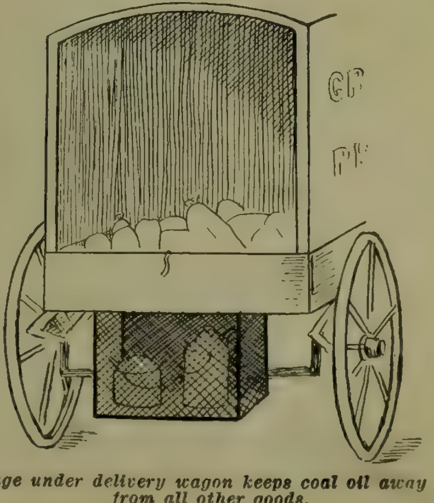
In the average grocery store it is often found necessary to cut up bar soap to suit the demands of customers. Some of the bar soaps cut readily enough with an ordinary knife, but with others great difficulty is presented owing to the flaky nature of the soap, or to its tendency to break up into irregular shaped, unattractive looking pieces.

A. C. Macauley, of Galt, Ont., has successfully solved this problem. In his store he has a soap cutter which consists in practically nothing more than a board about 12 x 6 inches, a thin but strong, flexible wire attached at the centre of one side of the board, and a handle on the end of the wire. The process of cutting is simple. He places the soap on the board but under the wire, and by drawing the wire down makes a clean straight cut with very slight exertion.

* * *

FOR CARRYING COAL OIL.

Every grocer who handles coal oil knows the care that must be exercised to prevent it from damaging other goods in delivering. John Diprose, of London, Ont., has a method which prevents this damage. It is a strong wire cage fastened on to the bottom and rear of he delivery wagon, as represented by the accompanying illustration. It only costs about $3.50 to have the cage put on, and on one of the wagons it has been there for 5 years. Prior to the cage idea, the coal oil cans were carried in the front and there was always trouble from the oil splashing over the dashboard, the driver's clothes and sometimes the goods.



Cage under delivery wagon keeps coal oil away from all other goods.

DISPLAY CASE FOR TOBACCO.

The accompanying illustration shows the method employed by John Kelly, of Woodstock, Ont., to keep tobaccos in the store and at the same time keep free from contact with other goods. The device is simple, and consists merely of a section of the shelving partitioned off, and closed in in front by a glass panelled door. Through the glass panels the tobaccos may readily be seen, so that a purchaser does not hunt all over the store for tobacco. Mr. Kelly values the device chiefly because it lends an appearance of cleanliness to the store which, he claims, is not always to be had when tobaccos are lying exposed on an open shelf. In addition to this, he finds that there is less evaporation and less giving off of odors to the other goods.

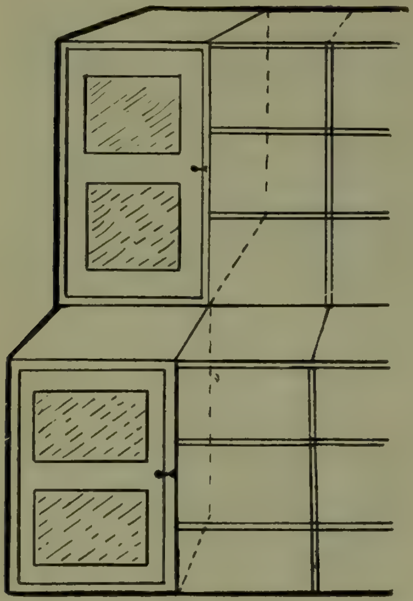


Diagram Showing Tobacco Cabinet in the shelving of Jno. Kelly's Store in Woodstock.

* * *

RAPID-FIRE PLAN OF FILLING ORDERS.

In the store of D. W. Clark, Avenue Road, Toronto, probably more than 90 per cent. of the business is done over the phone. These orders are taken on counter check books by young women in the office which has been built as a gallery at the rear end of the store. They are quickly passed down to the sales staff.

Mr. Clark's store is a busy one and methods must be adopted to get the orders filled as rapidly as possible. His system is to have himself or one of the clerks take charge of these orders and call out the goods to be put up ready for delivery. One clerk gets this article, another that and so on, so that in a very short time a lengthy order is ready for delivery. The rest are just as speedily filled. This plan cuts out considerable waste motion, as each clerk gets the goods called for that are near the portion of the shelving or store assigned to him.

The time at which each order is sent in is placed on the check book. By this plan no customer can insist that her goods were orderd sooner than they actually were, and it prevents any lengthy dispute.

The delivery men have their routes all mapped out for them, so that driving is reduced to a minimum and best possible service is given.

* * *

STRONG QUALITY TALKING AD.

Here is a neat little newspaper advertisement used some time ago by a Sackville, N. B. grocer, giving a convincing talk on quality. The heading is particularly strong, appealing as it does, to the higher nature of the housewife—from the standpoint of good foods—and it naturally would be widely read. An advertisement such as this helps in the building up of a business and the creation of a store reputation, and more like it should tend to raise the standard of goods sold as well as of the grocery business.

You "Can Afford" the Best on Your Table—and You Cannot Afford Anything Else

For the difference between the best and the next best in eatables may, occasionally, be as great as the difference between good food and poor food.

Economy is a great asset in any household—but it should be the sort of economy which prefers to spend a few dollars extra (if need be) each month for food stuffs, rather than pay doctor's bills.

Not that good food is high priced. A grocer satisfied with a small profit will sell you good food as cheaply as another grocer will sell you the things you ought not to buy at all.

TURNER BROS. **Main and York Streets**

Newspaper ad. of small dimensions, but of strong character.

* * *

CREDIT LIMIT ON CUSTOMERS.

Fred Millman, of Woodstock, tells of his system of preventing long credits as follows: "Most trouble in the credit system is caused by men who work either by the day or week and receive their pay twice a month. These men have very often no property behind them, and if they go down, have nothing which you can seize upon to make up for your losses.

"For this reason I keep strict tab on all, all non-property owners in particular. For these men I set a credit limit of $10, and if they allow their accounts to run beyond that amount, I simply insist upon all purchases being strictly cash until the old account is straightened up. Whenever possible, I try to get these men into the habit of paying their accounts directly after every pay day, and in some cases, if they omit one payment of this kind I shut off their credit.

"At first some of them considered this a very rigid method of doing business and were inclined to object, but they soon came to realize that it was much easier to make payments as they went along and were more inclined to keep on dealing with the merchant with whom they could not run into great debt.

"With property owners and salaried customers, methods employed are not so rigid, but every account is rendered at least every three months, and I always make it a point to see that these are paid when sent out."

* * *

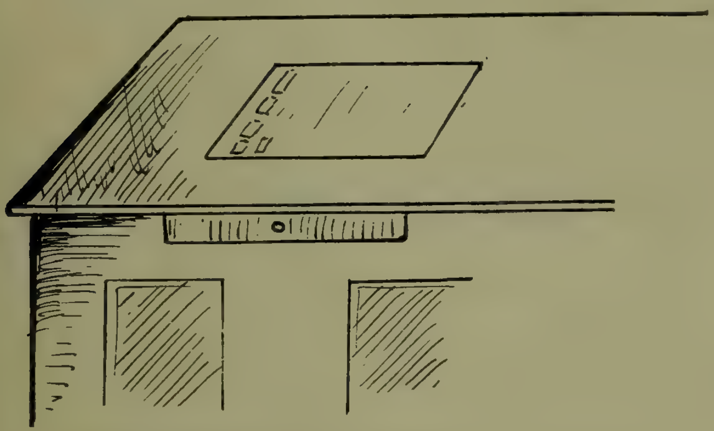
TAKE CARE OF THE HORSES.

The condition and appearance of the delivery outfits have a more important bearing on the business than is generally credited. Customers who seldom come to a store judge a dealer by the look of the delivery rig that stops at their doors. The general public which sees the rigs passing in the streets are either attracted by their neat appearance and well conditioned horses or are repelled by dirty wagons and poorly groomed horses. A good horse well kept, with a neat set of harness and a clean delivery rig well painted, will always attract the attention of the public, and if the name and address is prominently displayed will be a pulling ad. for the store. It pays well to keep the delivery outfits up-to-date, for they are to the "stay-at-homes" what the window and interior displays are to those who pass or enter the store. The delivery rigs should be washed every day and careful drivers employed. One runaway will pay for an efficient delivery man for a long time. Taking care of the delivery outfits will cut down repair expenses.

A new kink now used in the large cities where apartment houses are in vogue is to have the name and address painted on the top of the wagon cover, as well as on the sides. Thus, those living in the upper apartments can readily see whose delivery wagon it is.

GLASS INLAID IN COUNTER.

A rectangular piece of glass inlaid in the top of the counter under which may be shown goods of various kinds, is one of the 'wrinkles' in the Peebles-Hobson store in Hamilton, Ont. A couple of these are to be found in the main counter where customers give their orders. The accompanying illustration represents the rear of the counter. A drawer pulls out from under the glass, the goods are placed in it and shoved back into place, so that anyone standing in front of the counter cannot fail to see them through the glass. Mr. Hobson usually has toilet soap displayed and quite frequently sales result.

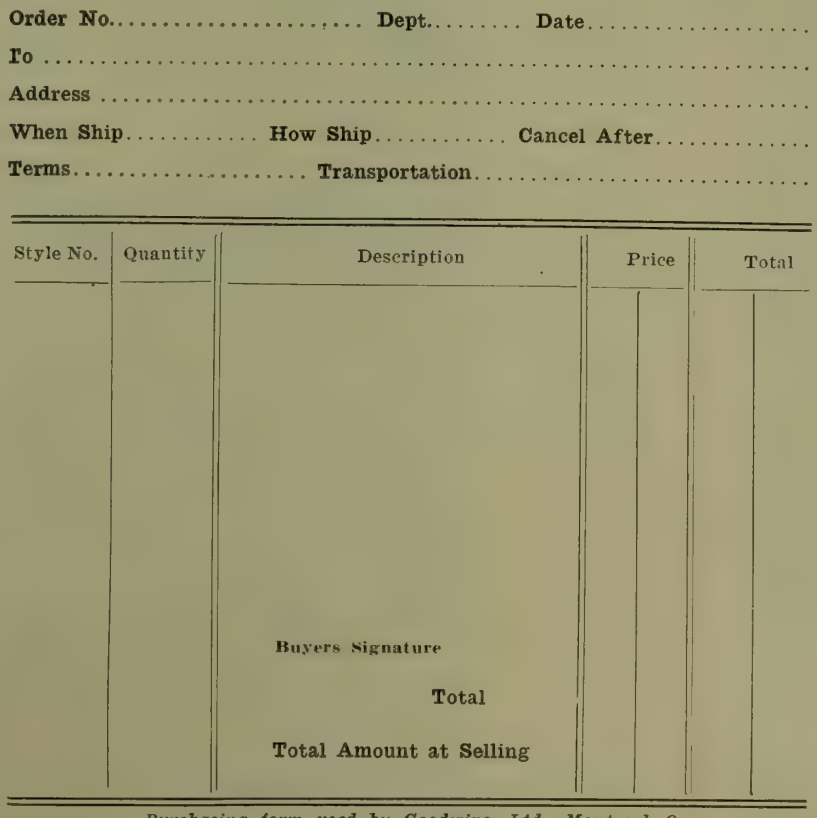


Drawing illustrating glass top on the counter for showing goods.

* * *

A VALUABLE BOOK FOR BUYERS.

Much confusion and misunderstanding can be eliminated by adopting the form illustrated herewith for recording all purchases. The form is perforated for insertion in a pocket loose leaf book—the size of the leaf is 4 inches wide by 7¼ inches long, which is just the right size for carrying in the hip pocket. This book is so convenient that the buyer can carry it with him anywhere and in case he makes a purchase it is recorded in the book, not in the memory to be forgotten ten minutes after. Wherever the buyer goes he carries this record book and whenever a purchase is made it is recorded in the book. The forms are in duplicate and as soon as purchase is made one form is sent to the office while the buyer keeps the other on file in his book which is indexed for further convenience. Thus the buyer has no excuse for duplicating purchases. Whenever a salesman offers anything the buyer looks up these records to see if he has purchased, and if not, makes his purchase which is then recorded on the form and filed in the book. This system is used by the grocery department of Goodwin's, Limited, Montreal. The buyer keeps on file in the book, a record of the stock of each article sold in the store. Thus this record book gives the buyers definite information at any time. Records of quotations are also kept in this handy book. The information which it gives the man who uses it is indispensable and saves a goodly amount each year for the firm. It also prevents disputes from returned goods or on prices.



Order No........................ **Dept**......... **Date**....................

To ....

Address ....

When Ship............ **How Ship**............ **Cancel After**..............

Terms........................ **Transportation**............................

Style No.	Quantity	Description	Price	Total
		Buyers Signature		
		Total		
		Total Amount at Selling		

Purchasing form used by Goodwins, Ltd., Montreal, Que.

* * *

HOLD DAILY CONFERENCE.

Every morning the salesmen employed in the grocery department of Goodwin's, Limited, Montreal, have a fifteen minute conference. At this conference ideas for development of the department are discussed. Every morning, in regular turns, one salesman gives a demonstration or talk on the best way to do a certain thing. The idea permeating this department is that each man should specialize on some part of the work to be done. For instance, one man is kept doing nothing else but weighing up butter. He becomes very expert at this and eliminates a lot of waste from down weight. At the morning conference this man demonstrates how to weigh butter and shows the other clerks the waste that he has been able to eliminate. Another man is an expert at cutting bacon and cooked meats, another in selling biscuits, another in selling canned goods; each man tries to become an expert in some one thing so that he can show his fellows something they didn't know when it comes his turn to talk at the morning conference. This idea is an admirable one for developing a "pull together" spirit. It's a winner.

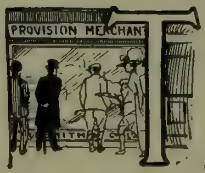
* * *

KEEPING CUSTOMER IN GOOD HUMOR.

In these days of keen competition it is imperative for the grocer to keep the good will of his customers if he is to continue in business for any length of time. The best method to keep the good will of the customer is never to give cause for complaint but with the growth of the business the dealer is sure sometime sooner or later to suffer from the insolence or incompetence of some one of his employees. To overcome and forestall any dissatisfaction on the part of his customers from this source a large Grocer in the city of Buffalo, N.Y., has

(Continued on page 123.)

Power of the Window in Selling



TOO much cannot be said about the selling power of good, strong, attractive window display. On it depends a great deal of the success of the aggressive retail dealer.

The passerby gauges the store interior from the window. A good window is often, therefore, the means of bringing in new customers.

In a number of the succeeding pages will be seen some attractive displays that have recently been shown by Canadian grocers. One of them in particular is well worth reproduction at the present time by any dealer who has a stock of house-cleaning articles. The house-cleaning window has secured good business, and has been a good permanent advertisement for the merchant who showed it. The others are good windows that could be used at any time.

Some men say they haven't time to look after their windows properly, and give this as an excuse why they do not have better displays. But if the windows actually sell goods—and this has been proven by every grocer in the business at some time or another—then there is not much foundation for the excuse.

Some firms have even found it profitable enough to employ one or more young men to do nothing but dress windows. They either sell enough goods from their windows to pay the window trimmer, and at the same time have a profit themselves or they find that good windows are splendid advertisements to get the people into the store.

Display of Package Teas Made Effective

Window Trim Designed to Bring Results—Concentration All on One Line of Goods—Symmetry a Strong Feature—Palms and Drapery Lend an Eastern Touch Quite in Line With Idea of Teas.

Upon examining the accompanying window trim, four features are most apparent. In the first place, only one line of goods is shown: second, the display is symmetrical throughout; thirdly, samples of the goods in bulk are shown and price of each clearly marked by prominent price cards, and lastly, by the introduction of the palms and the drapery at the top in the background an Eastern effect is produced which proves quite in harmony with a display of tea.

The display was one arranged in the store of the Acme Co., of Edmonton, Alta.

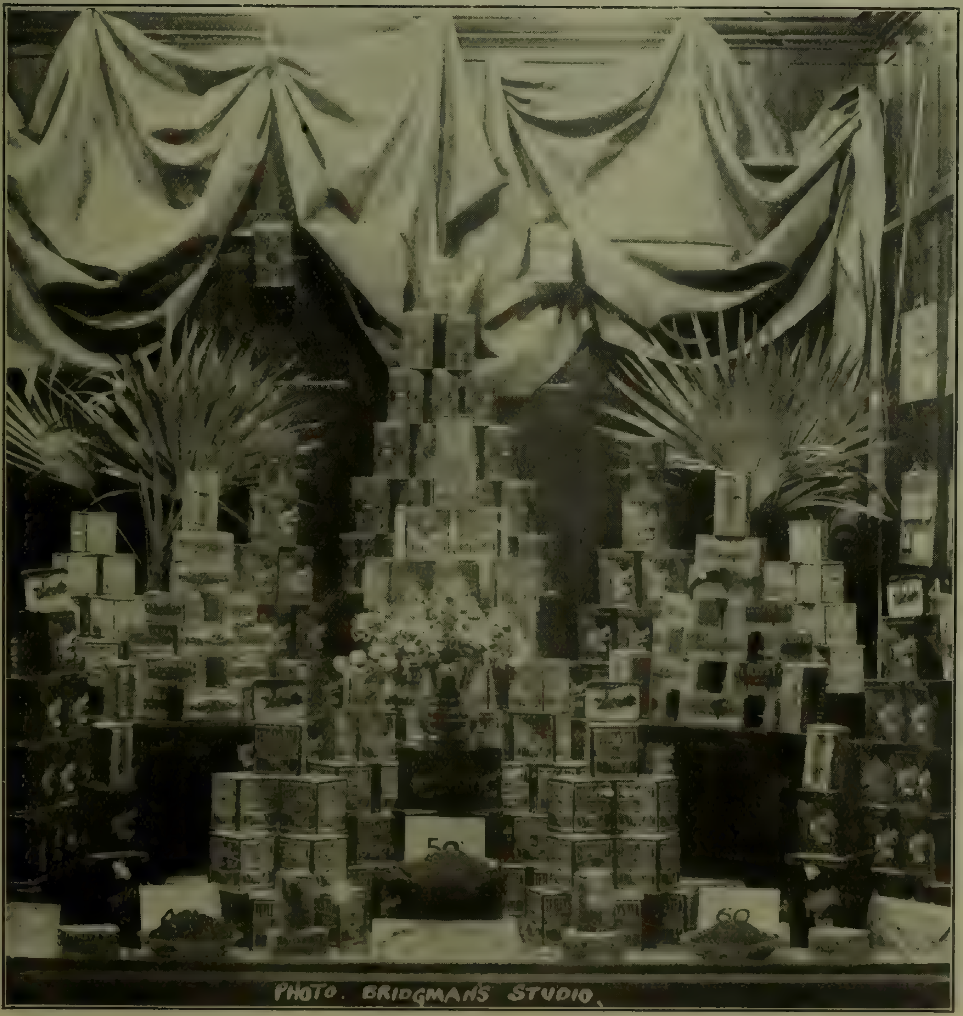
Perhaps one of the strongest features about the trim is its oneness of purpose. The whole idea is to display tea and to that end everything in the window lends itself. Only such foreign articles are introduced as will lend to the attractiveness of the display, but not detract from the main idea. Best window critics claim that displaying only one line of goods is a big feature in window trimming as it draws the undivided attention of the passer-by and centres it on the one line being shown.

Then the display as illustrated herewith is thoroughly symmetrical. The pyramid form of display which is always attractive lends itself freely to symmetry. Each pyramid of packages of tea is balanced by a corresponding pyramid on the opposite side of the window. The one palm at the one side balances the palm at the other. Dishes of loose tea placed in the bottom of the window in the foreground are placed at corresponding distances from the central dish in the rear. And so the whole display could be gone over and found symmetrical throughout.

By displaying some loose tea of each of the three grades, passers-by are given an opportunity to examine these, compare them with each other, and if they know anything about teas, form some opinion as to the quality of each. The prices arranged in large bold letters and shown in black on white cards at once draw attention to themselves whether sought or not.

Last of all the introduction of the palms and drapery, while lending very materially to brightening up the whole window also, present an Eastern effect which is right in line with the idea of teas. The flower placed in the centre of the window has the effect of brightening up and attracting attention, but is not enough in itself to detract from the display as a whole.

Such a window shows what can be done in the way of making an attractive display out of package goods. The tea shown in bulk also heightens the value of the display notoriety through its attractiveness, but also through giving customers something from which an idea of quality may be derived. The whole window is designed to make sales through its attractiveness, and not to be simply a thing of beauty, and judging from results it did make sales.



An attractive package pound tea display shown by the Acme Co., Edmonton, Alta.

House Cleaning Trim That Created Sales

Young Salesman Who Trimmed It Tells How It Will Be a Permanent Investment—A Believer In Showing One Line Or Associated Lines—Display That May Be Used To Advantage In April or Around First of May—How It Was Arranged.

Written for The Grocer by Bruce McDougall, Ingersoll, Ont.

A FEW weeks ago the writer trimmed a House Cleaning window which has certainly been a paying investment for the store of F. McDougall. The accompanying illustration shows pretty well how it was arranged but probably a brief description added will be still better.

A row of bottles of furniture polish were placed in the front on a little slant toward the central point. Behind this row were packages of washing powder with tins of small and large floor dressing, and bottles of liquid ammonia placed alternately. The central feature is three large galvanized tubs facing outward with a pyramid of cans of a pan cleaner in the centre. On either side is a pile of package ammonia arranged so that the corners and sides face out alternately.

AN APPROPRIATE DISPLAY.

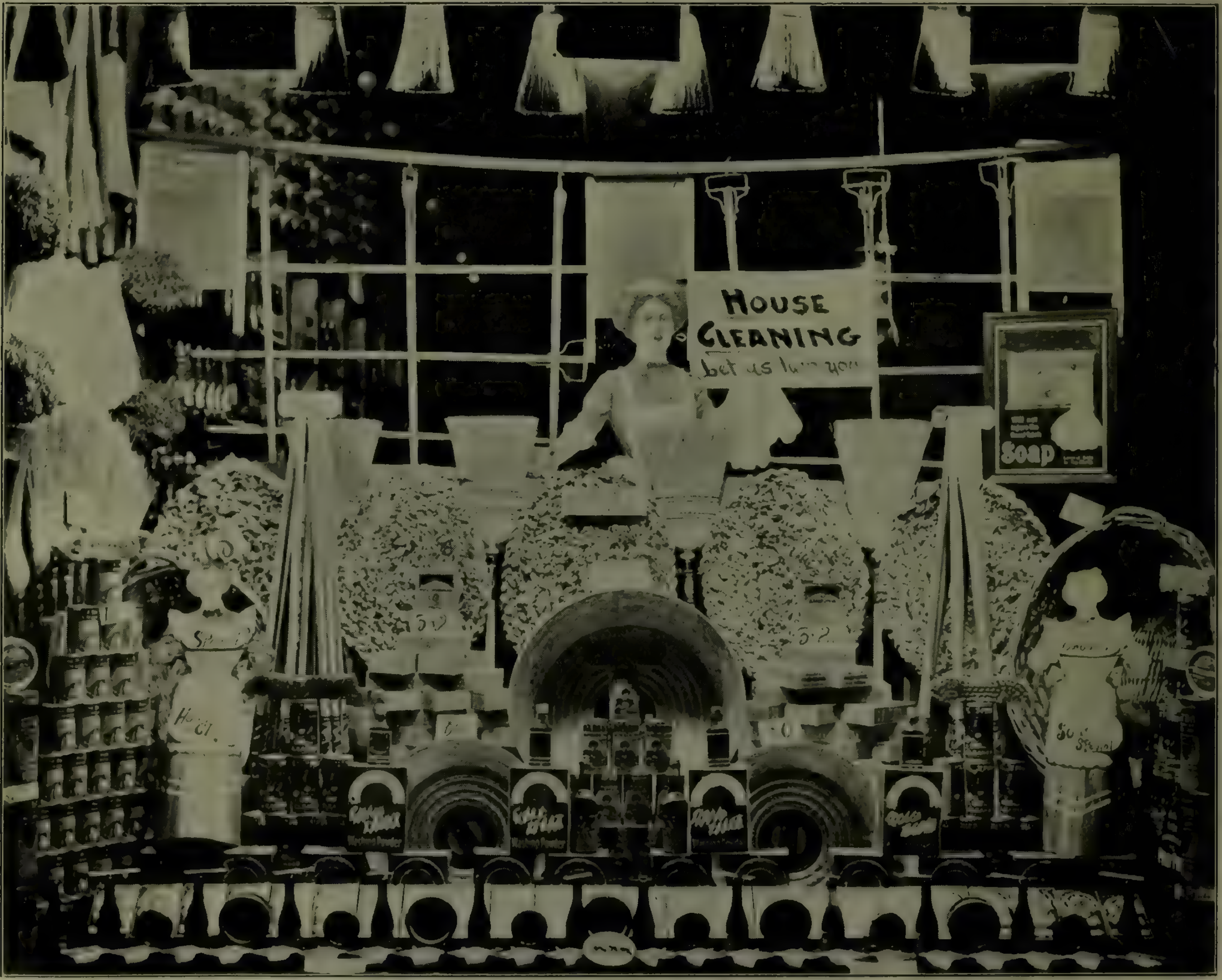
The middle of April has passed, but there are still splendid chances to get good business from housecleaning lines. From now until the end of May, housewives will be in the midst of their cleaning up campaign and as first of May is universally known as "Moving Day," there will be many different housecleaning lines required. This window by Bruce McDougall, with F. McDougall, of Ingersoll, Ont., is a splendid suggestion. Try it or some other before the end of the month. Results are sure to follow.

An Original Background.

Again flanking the ammonia were bundles of brooms and pyramids of a cleaning powder. The fence in the background was made of mops attached crosswise to a horizontal pole. Three washboards were hung up on the top bar and lower down are shown five reed mats with a broom between each. From the top of the window hung long ceiling brooms and to the extreme right and left were large clothes baskets.

In arranging this window it was my endeavor to have the display symmetrical, because I believe this holds the attention much better.

Only house-cleaning lines were shown. It is my contention that a good window should contain one line only or associated lines. The latter applies to this case. When a woman looks at such a



From now until end of May is good season for housecleaning lines. Above window could be used with profit by almost any grocer at present time.

Above is one of the appetizing windows regularly shown by A. G. Bain & Co., Hamilton, Ont., dressed by O. S. Holmes, a salesman. These windows are good sellers, as is evidenced by the fact that it sold 25 jars of a 50 cent. delicacy, as well as other goods.

display she must concentrate her attention on house-cleaning goods. She cannot divide it among preserved fruit, cooked ham and washtubs, in which case our chances of a sale would be practically spoiled.

Good for Future Business.

The window brought results. A day or so after the window was in, for instance, I overheard a woman remark to one of the other clerks that she had noticed tubs and clothes baskets in it and inquired if we handled them all the time. She didn't know before that we kept such goods, and being a good customer she knew where to order next time she required a tub or basket. Thus the display will be a permanent asset. A few days afterwards we received her order for a tub. It is much the same way with brooms. Customers know we sell brooms, but at the same time a display aids them in remembering that a new broom will be required for the spring house-cleaning.

What attracts the people to the main streets in the long spring and summer evenings? It is the attractive appearance of the windows and store fronts lit up by electric signs and lights. The public want to see the things and it is up to us to make the windows so artistic that the people will be attracted.

◆

Method is like packing things in a box; a good packer will get half as much again as a bad one.

* * *

Your body is the engine, your intellect provides the "train orders," and the road bed; your desire is the steam in the cylinder, but your will is the engineer who opens up the throttle and actually makes progress possible over the road to success.

Here is an attractive fruit display made by P. Frank, corner Church and Carlton Streets, Toronto. With the fresh fruit season gradually coming, some good ideas can be secured from this.

Figure Profits on Selling Price or Cost

Letter From Alberta Man Asking For Reasons Why Selling Price Should be the Basis—Reason Appears to be Because Total Cost is Never Known When the Merchant Decides on His Selling Price—By Basing Profit on Selling Price He is Always Safe.

The Editor The Canadian Grocer:—

Re figuring cost on selling price.—Although we have left the retail business so far as ownership is concerned, we are still interested in those questions which vitally affect the retailer's progress, and shall consider it a matter of much courtesy if you will answer our questions. We used to read articles pertaining to figuring of profits and expenses which constantly appeared in The Canadian Grocer with great interest, and just now are endeavoring to enlighten others in respect to them. Will you, therefore, be good enough to tell us why profits should be estimated on the selling price, and how the percentage of expense is figured.

The fact that merchants price their goods according to their own judgment without any definite or universal standard, appears to us to frustrate the principle which is declared general by many writers.

If an article which is usually sold for $10, and which produces a profit of 25 per cent. is sold by another for $12, and their cost of doing business is the same, surely the extra $2 is clear profit in excess of legitimate profit, entailing no additional capital nor expense? If the gross profit in the first instance is 25 per cent.—$2.00 on an outlay of $8.00, apparently the exorbitant figure gains a profit of 50 per cent., or $4 on the same amount? If in the first case you estimate the profits and costs of doing business on the selling price, $10, why in the second case should you figure the profits and cost on $12 when the capital invested and the system generally is identical? We shall be exceedingly obliged if you will assist us in the computations of these matters.

Yours truly,
ARNOLD BROS.,
H. Arnold.

Black Diamond, Alta.

Our standpoint is that while it is correct to figure profits on costs, it is not practicable, and figuring profits on the invoice cost leads many a merchant into thinking himself much better off than he actually is, and that the only safe method of calculation is on selling price or turnover.

What Cost Includes.

In a merchandising business to obtain the actual cost one must add to the invoice net cash price all items of expense such as interest, freight, cartage, rent, light, wages, salary for proprietor, depreciation, bad debts, etc., all of which have to be reckoned on in holding and turning over goods, and which show the actual total cost of doing business. The difference between the amount paid for the goods plus the handling of them and the selling price constitutes the profit.

But it is not practicable to figure on this basis. No dealer knows absolutely what the cost will be until the goods have been sold and the money collected. The matter of interest on outstanding accounts and bad debts, as well as the length of time goods are held in stock, together with their depreciation in value are always uncertain elements until every cent of the sales are in the merchant's cash register. When this result is obtained he can figure out his rate of profit on the actual total cost if he so desires, but he could not so figure in advance with any degree of accuracy.

The Only Definite Basis.

The uncertainty of what the actual total cost will be affords no safe basis for figuring in advance what the selling price should be. One should have some good, sound basis. The invoice cost would not do, because that is only a part of what has to be paid out in disposing of the goods. The total cost would not do, because that is never known until the last article leaves the store, and an inventory is taken at the end of the year. The only sound, practicable method, we submit, is, therefore, to figure from the selling price or turnover.

The total cost, as above stated, cannot be estimated in advance, but it will be found in almost every case so far as the retail trade is concerned, to be much nearer the selling price than the invoice price, and if an arbitrary basis is to be decided upon, then what is approximately nearest should be selected—which is the selling price. The percentage ascertained by calculating on the selling price is safest for the dealer because he is certain if he adds a reasonable advance he is at least making as much as he calculated. On the other hand if he works on the invoice cost, he never makes the profit he thinks he does, and is sure to be disappointed at the end of the year, because he is looking forward to his profits on the basis of his year's turnover.

Figuring Backward on Cost.

If the merchant finds at the end of the year he paid $10,000 for goods and it cost him $2,000 to cover all overhead expenses, and he received $14,000 in sales, the inventory of goods on hand being the same, he knows he has made a profit of $2,000. The profit percentage can then be figured on the actual total cost, which was $12,000, being 16 2-3 per cent., and this would be absolutely correct. If figured on the invoice cost of $10,000 the percentage would be 40 (which would be greater than made) and if figured on the turnover of $14,000 it would be 14 2-7 per cent., or at less than actually made.

This shows in a striking manner the danger of figuring profits on the invoice cost. The inference might fairly be drawn from the above that a merchant who has been in business for longer than a year could easily discover what his business cost him during the previous years and add the percentage to the invoice price to obtain the cost price. This would be approximately much nearer the actual cost than figuring on the basis of either invoice cost or selling price. But as the cost of doing business and volume of business are not fixed quantities it could hardly be considered as the absolute cost.

Thinks of Margin on Sales.

Ask a merchant who has on a certain day had cash sales amounting to $100, what percentage of profit he has made, and he immediately thinks of the profit on the sales. The cost of buying and marketing these goods is not known to him, or considered by him at this time, so that the only definite basis is the amount of the sales.

We would like to emphasize the importance of safety in business. Our correspondent will, we have no doubt, discover there is a great element of safety in calculating profits on the sales which, as a rule, if he will allow us to repeat, affords a margin of safety over and above the expected results.

The Grocer would appreciate hearing from Mr. Arnold again or, in fact, any other member of the trade.

A reply to this letter from anyone would be interesting, and no doubt appreciated by readers who are making a study of this important question. The science teacher's contention was, of course, that profits should be figured on cost.

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KEEPING CUSTOMER IN GOOD HUMOR.

(Continued from page 117.)

adopted the plan of calling regularly on his customers at their homes to inquire if they have any complaints to make regarding the service his store is rendering them. In this way this live grocer is able to nip in the bud any dissatisfaction among his customers. He does not allow it to rankle in the breasts of his customers until they have ceased to deal with him, but by going to them and making these inquiries he cements the relations of the customer to his store for all time.

* * *

WINDOW DISPLAY AND NATIONAL ADVERTISING.

To develop added interest in his window displays, a Montreal grocer adopts novel and original ideas and pursues the following plan. Whenever he can he displays a line that is being Nationally advertised, but before putting the display in the window he writes to the manufacturer and gets from him proofs of his national ads. as they appear in the current magazines. If these cannot be obtained, the grocer watches the current publications and clips the ads., but it is nearly always possible to get them from the manufacturer. These ads. are pasted on a billboard which is set up outside the store right near the window. Across the top of this board which is about 3 x 2½ feet, are the words: "We Sell Advertised Goods. Here Are the Ads. In the Windows Are the Goods." In the window is seen nothing but the article advertised and neat cards are used to tempt the consumer inside the store. Clever ideas like this win trade and give your store a personality which is a great factor in business development today.

Sanitary Store as a Business Producer

Berlin, Ont., Firm Insist on Advanced Methods for Keeping Things Clean—Salesman in Meat Department Not Allowed to Handle Money—Tile Wall and Marble Top Counters Installed.

METHODS TENDING
TO SANITARY STORE.
Marble Top Counters Throughout.
All Walls of White Tile.
Salesclerks Do Not Handle Money.
Only Government Inspected Meats Sold.
Artificial Ice in Refrigerator.
Daily Scouring of Knives, Scales, Counters, Etc.
Smoking in Store Prohibited.
Only Pure Foods Used.

Speaking of cleanliness and sanitation in the grocery store, Geo. Metcalfe, of Wm. Metcalfe & Co., Berlin, states: "People don't insist on sanitary conditions, but they certainly appreciate them, and are inclined to talk about stores where such conditions are neglected."

More attention is being paid year by year by the public to sanitary conditions, and there is a rapidly growing tendency to get away from the store where the grocer smokes his pipe as he is slicing cooked ham, where he very religiously handles every slice with dirty hands; where cheese is left exposed to dust and flies; where butter is kept in a dirty refrigerator, or where walls, shelves and counters have a grimy, greasy appearance. Nobody likes to have a loaf of bread wrapped in a daily newspaper, which has already been read by half a dozen people, and perhaps thrown on the floor more than once. All this was endured a few years ago, but now conditions are altogether different. People are more particular to-day than ever before, and are advancing rather than going back on this score. So that now the grocer who wishes to make a real success of business where there is any competition is almost forced to pay at least some attention to public opinion and demand.

Tile Walls and Marble Top Counters.

In the store of Wm. Metcalfe & Co. sanitary conditions are followed out as carefully and religiously as any part of the business. Walls are all of white tile and counter tops of marble, so that the store presents an appearance of cleanliness at first sight. With these Mr. Metcalfe states expenses run high, but original cost is the whole cost, and, as the cost of upkeep is nil, he considers them a thoroughly good investment. They can be scoured and kept clean to suit the most scrupulous customer, and the satisfaction derived from their appearance alone is worth much.

The provision end of the trade forms a large part of the business with the Metcalfe Co. In this, too, sanitation is strictly observed. Men handling meats are not allowed to handle any money of any kind. To avoid this a cashier's office was arranged in the store, and all payments are made to the cashier. In this way the men handling meats have simply to make out a check stating amount of purchase, which the customer presents to the cashier, and thus are completely relieved of touching money.

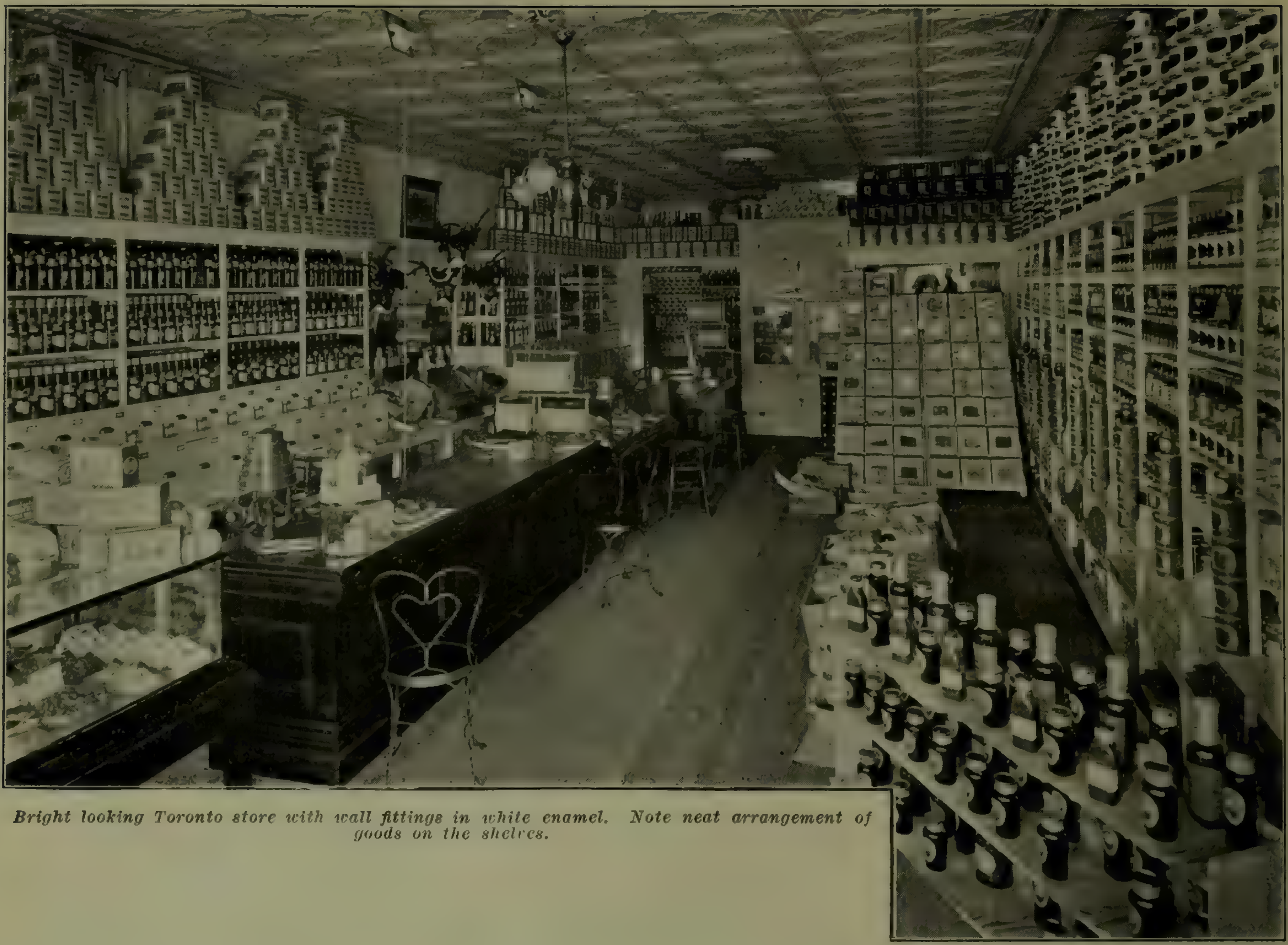
Further, only Government inspected meats are stocked in the store, so that sales clerks can always feel free in guaranteeing goods.

Only artificial ice is used in the refrigerator. This, Mr. Metcalfe claims, leaves no deposit on the pipes, and, while a little more expensive in the first place, can be had in exact size of blocks desired, thus making it possible to have more room in the refrigerator.

All knives, steels, slicing machines and computing scales, as well as the refrigerator and counters, are scoured every night at closing time before the clerks return home. On Saturday night only is there an exception made to this rule, and then it is so late before the store is closed that all cleaning is left till Monday morning.

Working along on the same principle, too, Metcalfe & Co. endeavor to educate their customers to refrain from smoking in the store, altogether on account of the objection to the odor of smoke where eatables are exposed. At first they found some difficulty in educating their customers to this, but upon a very simple explanation everything was made clear, and even greater appreciation shown on the part of all concerned.

So far as possible Metcalfe & Co. strive to secure the purest foods on the market. An illustration of this has already been mentioned—namely, that they handle only Government inspected meats. A further example is found in their confectionery section. In manufacturing their confectionery only pure ingredients are used. For example, all butter is finest creamery quality, and all milk and cream the purest obtainable. Metcalfe & Co. claim that chocolates and all confectionery is not only a luxury, but a food, and to make it such every effort is expended in getting good materials for it.



Bright looking Toronto store with wall fittings in white enamel. Note neat arrangement of goods on the shelves.

A Store Interior Finished in White Enamel

Not Only This, But Dealer Carries the Color to the Delivery Wagon and Has Preference For White Horses—Brings Out Cleanliness Idea he Claims—Insists on Having Fresh Goods Always on the Shelves—They Are Gone Over Once a Month—Seeks Quick Turnovers.

ONE of the most important features with regard to running a grocery business,'' says Richard Van Loan, a Danforth Ave., Toronto, retail grocer, ''is to keep on hand at all times a perfectly fresh stock of goods.''

So important does Mr. Van Loan consider this, that every month he goes through his stock, removes all stale goods from the shelves to the store room and in their place puts a supply of perfectly fresh goods. Thus no goods on the shelves are allowed to become stale and of inferior quality through remaining on the shelves for any indefinite time.

Besides keeping his stock perfectly fresh in this way, Mr. Van Loan claims another direct advantage. When the end of the month comes he at once sees which goods have been selling and which have not. Then comes the problem: ''If these goods have not been selling, why haven't they?'' And at once preparations are made to make them sell. Going on the principle that new, fresh goods must be kept in stock at all times, Mr. Van Loan first makes it a point to push sales of such goods through the medium of the window, using display and large price cards. Upon that failing, more stringent methods are adopted, even to reductions in price of stickers. When goods which have not been commanding sales are placed in the window they are always ticketed, as one of the principles of the business is that to push the sale of slow selling goods, prices must of necessity accompany all displays.

If goods do not sell when first displayed and ticketed, the display is removed from the window, but replaced again during the course of another month at a lower ticket. Stale goods in stock are considered detrimental to best business interests and so to prevent goods from becoming stale they must be gotten rid of even if it is necessary to make some sacrifice on price.

A large demand therefore for every line of goods in stock is built up and maintained. Turning over a large quantity of goods every month, in Mr. Van Loan's opinion, enables a grocer to demand a smaller margin than one who has not built up a good demand on all lines carried and who only turns over his stock a few times a year.

Interior in White Enamel.

Cleanliness is another strong feature of the business and rules throughout store, stock room, cellar and delivery wagons. Even the stables come in the same list, for cleanliness is very marked there as elsewhere. All shelving and fixtures in the store are finished in white enamel which adds much to its attractiveness. As the goods are moved in the store every month, all shelves are washed off and all goods wiped off before going back, so that customers are at once impressed by the appearance of cleanliness and neatness prevailing throughout. Further all goods come in at the back of the store and go out at the back. Nothing is delivered at the front.

Everything in White.

The "white enamel" idea has been pursued by Mr. Van Loan even to a hobby. Not only is his store finished in that way, but also his delivery wagons, and even the gear of his own buggies. To carry the hobby further, white horses are mostly used, but this rule has not become fixed and a good looking black catches the eye of Mr. Van Loan just as well as a white one.

One Window Devoted to Fruits.

Windows in the store are used extensively for display purposes. One of these is devoted continually to the displaying of fruits such as oranges, grapefruits and the more staple lines. The other is devoted more especially to goods on special sale, or to pushing the sale of goods which have been sticking. In this window price cards always become an important feature. One policy continually pursued is "To sell goods, display a lot of them." This policy is carried out both in the store and windows for as Mr. Van Loan states, "customers are impressed by large displays, and by large quantities of goods arranged neatly on counter or shelves. A few of each line of goods will sometimes scarcely even attract attention."

Fixed Hours for Deliveries.

Deliveries to certain sections of the city are arranged at certain hours and goods can be had by customers in those sections at fixed hours. No special order delivery can be had unless it happens to come at time of regular delivery.

With regard to getting business, Mr. Van Loan sends out one of his clerks every morning to round up new business, also to increase business with old customers. No canvassing is made for collections on this trip. If an account is found to be falling behind, credit is simply cut off and everything going to that customer must be C.O.D. Attempts are then made to straighten up old accounts by sending in statements and reminders by mail. Mr. Van Loan is well satisfied with the system and states that it works well.

This store closes every Wednesday at 1.00 p.m., Saturday at 11.00 p.m. sharp, and other evenings at 6.30. Wednesday afternoon off gives clerks and drivers a good rest, and, he claims, does not interfere with business.

Large Profit in Patent Preparations

Extensive Field Open to the Merchant in the Country General Store—Little Trouble in Making Sales—Experience of One Merchant Shows Immense Profit.

The country general store is the logical drug depot for the district which it serves. The city drug store is too far away for the housewife to run for a bottle of castor oil or paregoric whenever the baby is out of sorts. Even the farmer himself would rather go to the country store for his liver pills or dyspepsia tablets than hitch up and drive many miles to town. When he has a lame back he can't wait to go to the city to get a porous plaster but sends to the village store for one. The country resident prefers to trade at home providing she can get the same service at the same money or even a trifle more.

The opportunity for profit in a patent medicine department in the country store is one worthy of the attention of the country dealer. The margin on these lines is very liberal and permits the carrying of certain preparations that are infrequently called for but which it is necessary for the dealer to stock in order to have his department up to date. There are a great number of preparations that are widely known and for which there is a steady demand. The wide awake dealer by stocking these lines can turn this golden stream into his cash drawer.

The display of this line is the biggest factor in making sales at the beginning but after the dealer has established a clientele this factor is not quite as important as the keeping of a wide range of preparations so that the customer can always get just what is wanted when it is wanted. The risk of stocking preparations that will be hard to sell is very small as there are so many liniments, salves, plasters, pills, powders, oils, emulsions, tooth pastes, facial preparations, ointments, blood bitters, and tonics which have a ready sale as their merit is widely known and these preparations are generally heavily advertised which again is another argument why the dealer should reap a profit from this publicity.

Dealer Makes Large Profits.

To illustrate the possibilities, a country merchant who has made a neat profit from this department, cites the following incidents:

"One lady purchased $18.00 worth of one preparation in six months. A man bought $5.00 worth of pills at one time; we sold over a gross of a certain blood preparation in one month with a profit of $64.00. In three years' time our trade in this department became so large that it kept one man busy all the time looking after it. This store was in a small town of about 600 or 700 inhabitants. This dealer to-day has a well equipped drug department that is paying him a handsome dividend every year. He began by selling a few well-known cough cures, liniments, etc., and by giving good service has built up a drug business that is the envy of all who see it.

Helps Out Other Departments.

The establishing of a drug department will stimulate the demand for the better grade of toilet soaps and other toilet preparations. It will increase the sales of combs, brushes, mirrors and other specialties that a druggist always handles. The sale of drugs leads to the sale of all kinds of equipment for the sick room. These need not be stocked but the dealer who sells the medicine has the best opportunity of getting the order for these other goods that are needed for the comfort of the patient.

Of course it is not practical for all country stores to develop this idea in a big way, yet there is a field for it right in your store and even though circumstances and location prohibit going into it very extensively, the dealer can add substantially to his income by stocking the better known lines that are so much needed in his territory.

HOW MUCH DID HE LOSE?

A certain paint dealer, and not mathematician, has asked the police to solve a little financial problem for him. A well dressed, smooth-talking young man entered his store and asked for a 5-cent brush. He gave a $10 bill in payment, and upon receiving his change remarked that he thought he had handed the dealer a $1 bill. "You certainly are an honest man," he said. "You might have given me only 95 cents in change and I would not have discovered the mistake." Then the customer produced a $1 bill, placed it with four of the $1 bills the dealer had given him in change, and asked the dealer if he would mind letting him have a $5 bill for the five $1 bills. The dealer threw a $5 bill on the counter. "Here, I'm robbing you of all your change," said the customer, picking up the $5 bill and the five $1 bills. "I can do better than this. Just let me have my $10 back and I'll give you this $5 bill and the $1 bills." The dealer made the change and the customer left the store. Later the dealer, in going over his cash, discovered a shortage. He told the policeman he was not sure, but thought he was out about $5.05. The policeman insisted the dealer was shy $9, and the clerk at the police station to whom the report was made figured the shortage to be $6.

Sugar Marking Time; Rice Market Easier

General Decline of 30 Cents in Rices in Montreal—Sugar Situation Still Inclined to be Uncertain—Maple Syrup Moving Out Freely—Better Volume of Business Accomplished in Past Week—Collections Slow, But Improving.

QUEBEC MARKETS.

POINTERS:—

Sugar—Quiet and steady.
Molasses—Unchanged.
Rice—Decline of 30c.
Dried Fruits—Downward tendency.

Montreal, April 15.—Trading in groceries this week is very brisk. Favorable weather seems to have been an incentive to dealers to buy more liberally. While bad condition of country roads has curtailed demand from outside points to some extent, increase in city trading has more than overbalanced this decrease. Collections are greatly improved and prospects for a good year's business seem very promising at present. During past week prices on some commodities have changed. There is a tendency to force prices to lower level. Staple lines are steadily being reduced in price. Each week sees a reduction on some staple line. This week rice, tapioca and sago have declined. This decline has been predicted in these columns for some weeks past. Opening of navigation will give new vim to grocery market. Harbor here is now open, and some boats are arriving, but regular lines are not operating as yet.

SUGAR.—Primary markets have been very weak during past week, owing to proposed tariff revision in United States. Both buyers and refiners are rather doubtful about effect this change will have on sugar market, and consequently very little trading has been done. The New York market took courage this morning and bought heavier, with result that prices advanced slightly. Local market remains steady, although it was freely rumored in the street that sugars would decline. Refiners do not take this attitude, and are more inclined to sit tight and wait for further developments. Demand for sugar is fair. Bad roads have made distribution in country districts rather difficult.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The molasses market has developed a peculiar situation. Sellers are inclined to be too high and buyers too low. Each side is confident that their judgment is correct, and that the other side will be forced to alter their position. It is a case of who can hold out the longest. Meanwhile trading is at a standstill. Fact remains that somebody has the molasses, and that the molasses must be sold sooner or later. Deliveries of purchases will begin in about two weeks, which means that molasses will have to be paid for at that time. This is the test that will tell, and some interesting developments are promised in near future. It is reported by a reliable authority that some dealers have been caught short and have been forced to buy at higher prices than they sold at. Barbadoes crop is practically all sold; only a couple of thousand puncheons are available now, and these are rapidly being picked up by the shorts at fancy figures. Quotations vary from 36c to 38½c, with 38c as the predominating price. Offerings are limited owing to puzzling condition of market. It is estimated that production will be only about 55,000 puncheons.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP.—Maple syrup has been arriving in larger quantities during past week owing to weather conditions increasing flow of sap. As result of increased supplies prices have declined, but it is not expected that lower levels will prevail. Production is still less than last year, and this fact should cause prices to firm.

Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 05
Pure maple sugar	0 11½	0 12

DRIED FRUITS.—Downward tendency has also affected dried fruit market, and several lines are cheaper today than week ago. While demand for these fruits is somewhat limited at this season of year, amount of business transacted during past week has been very pleasing to wholesalers. Sultana raisins are hardest hit, and have declined ½c to 1c per lb. Currants on the other hand are holding their own, as demand for these is steady throughout year. Prunes are unchanged.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	[illegible]
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—Trading in tea is fair, with no interesting features. Prices are same and quality is high. Importers are preparing for opening of new season, and it is expected that new crops will be of a higher quality than usual owing to better methods of cultivation.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—There is nothing new on local coffee market. Demand is fair, and a nice volume of business is being transacted for this season of year. Mochas are slightly easier than last week, but, generally speaking, market is unchanged. Primary markets, on contrary, are easier, and even inclined to be weak, but it is not thought that this will have any effect on local market for some little time, as stocks in store here are rather heavy.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICES.—Prices remain steady, with a fair demand for immediate delivery.

Booking for future delivery is very satisfactory, and with opening of regular navigation trading will take a brisker turn. The primary markets on spices remain firm and steady.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Decline predicted in these columns for some weeks past was announced this week, but amounts to approximately 30c on all Rangoons and Patnas instead of the 15c decline predicted. Tapioca is also easier, and sago has declined slightly in sympathy with rice market. This decline should stimulate buying. Demand at present is fair and steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright. 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 50
Finest imported Patna, 56 lb. bags	....	5 75
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 50
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Very little business is passing in nuts at this season of year, and market is entirely devoid of any interesting features. Prices remain as last quoted, with demand very light.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Sugar—Marking time.

Tea—Ceylons very steady.

Rice—Cheaper grades easier.

Tapioca—Advancing on primary market.

Shelled Walnuts—Primary market firmer.

Dried Fruits.—Quiet.

Collections—Slow.

Toronto, April 15.—Business on whole has been somewhat brisker this week, but even yet, to put it in words of one dealer, "We could do a whole lot more." Tightness of money is perhaps as great a factor in retarding business as any. Camps have not been kept up and constructive work of one kind or another has not been going ahead as usual, thus curtailing demand greatly.

Various opinions are expressed with regard to collections, according to the business of the speaker. As a rule, they are thought slow, most difficulty appearing to come from the West. Tight money has caused the falling off of a lot of business with the retailer, and some dealers even go so far as to state that the pendulum has swung too far in the direction of high prices, and that now there is a tendency towards a readjustment of prices all along the line. While this may be a little advanced, money situation will undoubtedly have much effect on business.

Sugar.—Sugar situation here appears to be steady and quiet. New York markets during past week have shown some weakness, even to declines in raws, but this is thought to be pretty much a local situation. Cause, no doubt, is the proposed tariff, together with temporary restricted consumption, but whether this will make any decided change or not is something that cannot be foretold at this early date. When turn does come it may come pretty fast. At present writing local dealers are of opinion that this market is quiet and steady and likely to remain so. Both wholesale and retail trade stocked up pretty well couple of weeks ago, when sugar was thought to be advancing, so that now market is rather quiet.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—New maple syrup is now making quite a feature on local market, and is selling at $1.25 per imperial gallon. While some complaints have been made as to quality, other dealers state that samples are turning out well, and even better than expected. One buyer last week found samples so fine that he asked that 100 gallons be put away for him for future use.

Molasses are moving only slowly. There has been some talk about prices advancing, but as yet nothing has been made certain in that line.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case		5 40
Pints, 24 to case		3 00
Maple Syrup—Pure—		
Gallons, 6 to case		6 60
½ gallons, 12 to case		7 25
Quarts, 24 to case		7 25
Pints, 24 to case		4 00
Quart bottles, 12 to case		3 50
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Business in dried fruit line has been inclined to be dull. Many merchants have been working off Christmas stocks, but as these are now pretty well moved out dealers expect increase in inquiry in near future. Fancy seeded raisins are, if anything, inclined to be a little firmer, and prices show a slight advance.

Prunes—		
30 to 40, in 25-lb boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04½
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 07	0 07½
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—On primary market Ceylons are reported as very steady at unchanged prices. Scarcely any Indians are now moving. It is thought by some that owing to heavy production common teas such as are used here in blending will be lower before end of month. On finer grades market holds quite firm.

COFFEES.—Coffee situation holds practically without change since week ago. If anything primary markets are thought to be slightly easier, but this will not effect local conditions at least for some time.

Rio, roasted	0 21	0 23
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 26
Chicory	0 11	0 13

SPICES.—All spices continue to hold pretty firm. Owing to tightness of money, advances have been checked temporarily and probably permanently in most lines. Cream tartar by some firms is quoted as high as 30c to 31c this week.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	90—0 00	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocoanut, in pails	0 17	0 20
Standard B., from mills, 500 lbs. or over f.o.b. Montreal	....	3 75
Rice, standard B., f.o.b., Toronto	....	3 83

RICE AND TAPIOCA.—A low grade of Rangoon rice, quoted at $3.33, is appearing on market this week, but samples do not show very good quality. Finer rices continue unchanged at former prices. Tapioca, easy for some time now, continues unchanged locally. On primary market there is tendency upward, and advance of 9d was noted in last ten days.

	Per	lb.
Rangoon, per cwt.	3 33	4 00
Patna	0 06	0 06½
Japan	0 06	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago, medium brown	0 05½	0 06
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Flake	....	0 08
Seed	....	0 05½

NUTS.—Shelled walnuts have advanced a few francs on primary market, but change is so slight as not to affect local market at present, as this is the off season for nuts. With warmer weather peanuts are beginning to move more freely.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 35	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 30	0 32
Chestnuts, Italian, large, lb.	....	0 12½
Chestnuts, Canadian, peck	....	2 25
Filberts	0 12	0 12½
Hickory nuts, per lb.	....	0 07
Pecans	0 18	0 20
Brazils	0 15	0 16
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Trade in beans is dull. Canadian continue to take second place on market, and will do so until all Austrian H.P. have been worked off.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.	....	2 75
Austrian, mixed, per bush.	....	2 40

MANITOBA MARKETS.

Winnipeg, April 13.—Staples are moving steadily and there is nothing of special interest to announce in respect to trade matters. There is no doubt but what there is an improved tone in business circles. Money is not quite so tight. Immigrants are pouring into the country and the building season is commencing with, every indication of an active season.

There seems to be plenty of employment for all who desire it and as long as industrial conditions are good there is not very much wrong with whole social structure.

Business at country points has to a certain extent been hampered by bad roads as is usual at this time of the year, but farmers are reported to be heavy buyers preparatory to seeding operations which have already commenced in some sections. Seeding in the Red River Valley will, however, be a little late under even more favorable conditions.

Salt has advanced 5 cents per barrel.

SUGARS.—Sugar holds steady in Winnipeg and there is no indication of an immediate change. There is an ample supply and good average demand.

Extra standard granulated, per bbl	5 15
Montreal yellow, per barrel	4 80
B.C. yellow, per barrel	4 55
Icing sugar, per barrel	5 75
Powdered, per barrel	5 55
Lumps, hard, per barrel	6 05

Sugar in sacks, 5 cents less.

SYRUPS.—There is a limited supply of new maple syrup on the market for which there is a good demand. Corn syrup is usually not as good a seller in summer as in winter.

2 lb. tins, per case		2 13
8 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—An advance in prunes is anticipated as they are reported firmer on the coast. For the present all lines are steady. There is a good retail trade in canned goods and dried fruits which should continue until there is a greater abundance and variety of green fruits on the market.

	Per	lb.
Prunes—		
90-100s, 25s, s.p.	....	0 05
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06⅝
50-60s, 25s, s.p.	....	0 07⅛
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—There is no feature of interest to report in the tea and coffee trade. Coffee remains at low figures recently noted.

Coffee—		
Green Rio, No. 5	....	0 16½
Roasted Rio	....	0 21½
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 60
Japans, choice	0 35	0 45

NUTS.—There is nothing of special interest to report. Advent of summer and more active outdoor amusements should bring peanuts to the front before long.

	Per	lb.
Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Wholesalers report a fairly good demand which is likely to improve with the near approach of active work in railroad construction.

Beans—		
3 lb. picker	....	2 25
Peas—		
Split peas, sack 98 lbs.	....	4 00
Whole peas, bushel	....	2 75
Barley—		
Pot barley, per sack 98 lbs.	....	3 65
Pearl barley, per sack 98 lbs.	....	5 15

WINNIPEG.

PRODUCE AND PROVISIONS. — Demand for all lines of cured meats and lard is good this week, there are no changes in prices to report. Butter is a little weaker in tone, but no reductions are yet reported. Fresh eggs are plentiful and cheap.

Lard—		
Tierces, per lb.	....	0 14
1 lb. bricks	....	0 16
50 lb. tubs	....	7 15
20 lb. pails	....	2 90
10 lb. cases	....	8 85
5 lb. cases	....	8 95
3 lb. cases	....	9 00
Cured Meats—		
Hams	0 17	0 20
Bacon	0 19	0 24
Shoulders	....	0 15
Long clear D. S.	....	0 15¾
Mess pork, bbls.	....	26 00
Butter—		
Creamery	0 32	0 35
Dairy best	....	0 28
Dairy, No. 1	0 20	0 21
Dairy, No. 2	0 16	0 18
Eggs—		
Manitoba, per doz.	....	0 20
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

WINNIPEG.

FRUITS AND VEGETABLES. — There is considerable activity in green fruits and vegetables, although the choice is somewhat limited. Strawberries are plentiful and cheap. Florida tomatoes are up 50 cents per case. Native hothouse grown early vegetables are now taking the place of imported varieties in some lines.

Red Globe Onions	....	1 50
Arkansaw Strawberries, case	....	4 00
Messina lemons	....	7 00
Malaga grapes, kegs	....	9 00
Navel oranges, case	5 00	5 25
Bananas, per bunch	2 50	3 50
California lemons, crate	....	9 00
Washington apples	1 50	2 25
Florida tomatoes, case	....	4 50
Ontario apples	4 50	6 00
Spanish onions	....	3 75
Florida grape fruit	....	5 00
Hothouse rhubarb	....	0 12
Strawberries, quart	....	0 50
Sauerkraut, lb.	....	0 04
Potatoes—		
Potatoes, per bushel	....	0 40
Carload lots	....	0 35
Jersey sweet, basket	....	3 50

WINNIPEG.

FISH.—Halibut remains at the reduction recently noted. This fish is steadily growing in popular favor. The salmon run at coast is just commencing and fresh salmon will now take the place of frozen.

Fish—		
Frozen salmon, per lb.		0 11
Fresh whitefish, per lb.		0 08½
Fresh halibut, lb.		0 13
Fresh trout, lb.		0 12
Pickerel, per lb.		0 08
Block codfish, per lb.		0 10
Finnan haddies, lb.		0 08
Bloaters, box		1 50
Holland herring, keg		0 72
Kippered herring, box		2 00
Goldeyes, doz.		0 50
Labrador herring, ½ bbl.		4 20
Oysters, gallon		2 75

MANITOBA.

FLOUR AND CEREALS. — Flour trade is without feature, but there is another drop in the price of rolled oats and oatmeal. Present indications, however, point to higher prices in all grains between now and the harvesting of the new crop.

Flour—		
Best patents		5 40
Strong bakers		4 30
Rolled oats, 80-lb. sack		1 65
Granulated oatmeal, 98 lbs		2 15
Cornmeal, 98 lbs		1 75

NOVA SCOTIA MARKETS.

By Wire.

Halifax, April 15.—Business continues excellent on local grocery market. Eggs are coming plentifully and price has dropped to 21 cents. Receipts of butter are also improving and prices are shade easier. Flour is in good demand and prices have advanced ten cents per barrel. American clear pork has advanced to $27.00 per barrel and hams are quoted at 20 cents. There is good inquiry for vegetables and prices look firmer for all kinds.

Apples, No. 1, per bbl.		4 00
Bacon, side, per lb.		0 19½
Butter, creamery, per lb.		0 31
Cheese, per lb.		0 15
Cranberries, Cape Cod, per barrel		14 00
Currants, Vostizzas, per lb.		0 08½
Canned Goods—		
Corn, 2's, per doz.		1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's		1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen		0 21
Flour, Ontario, 90 per cent.	5 05	5 15
Flour, Manitoba best, per bbl.		6 15
Grapefruit, per case		4 00
Hams, per lb.		0 20
Lemons, per case		5 00
Oatmeal, std., per sack		2 65
Onions, Valencias, per lb.		0 02½
Onions, American, per bag		1 25
Onions, Canadian, per bag		1 15
Oranges, Florida, per case		5 00
Oranges, navel, per case		5 25
Pork, American clear, per bbl.		27 00
Potatoes, per bag		1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case		10 25
Sweet potatoes, per hamper		2 00
Turnips, per bag,		1 10

NEW BRUNSWICK MARKETS.

By Wire.

St. John, April 15.—Business is on increase between closing of winter port trade and opening of river navigation aided by fine weather. Markets show firmer tendency. Ontario flour is stronger, and may go higher. There is a reported scarcity at mills. Sugar looks weaker with result that little buying is being done. Molasses are stronger and may advance. No lower quotings are expected in pork and beef. Both are very high and pork will likely advance even further. Bottom has fallen out of egg market. Mild weather and river navigation opening are given as cause. Eggs dropped between 8 and 10 cents. Butter also is easier. Potatoes are down $1.40.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries		2 20
Tomatoes	1 65	1 70
Cornmeal, gran.		4 75
Cornmeal, bags		1 40
Cornmeal, bbls.		2 95
Eggs, hennery	0 20	0 25
Eggs, case	0 18	0 20
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 40
Oatmeal, rolled		5 25
Oatmeal, std.		5 80
Pork, domestic mess		28 00
Potatoes, barrel		1 40
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
United Empire	4 40	4 50
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are taken from The Canadian Grocer of April 21, 1893.

"Frank Magor & Co. have removed from their old premises at the foot of St. Francis Xavier St., to a new and more commodious office and warehouse at 16 St. John St., where they will be in a better position to handle their numerous agencies."

Editorial Note.—Here is a firm in business to-day, but under the name of Magor, Son & Co., and at offices on St. Paul St.

* * *

"Some Yonge Street, Toronto, merchants have been done up in a clever way by an innocent-looking young man. His scheme is to order goods and have them sent C.O.D. to some address. He meets the messenger at the door, takes the parcel, as he says, to his mother's apartments upstairs, and never comes back. On investigation it is found he is a stranger to the premises and has gone."

Editorial Note.—The "smooth" we shall always have with us, no matter how long the world lasts.

* * *

"The sugar market in Montreal is steadier even than it was a week ago, the advance that we have recorded being fully maintained. Business, however, is quiet for immediate shipments, but all the houses have a good sheaf of orders which call for shipment as soon as navigation opens. We quote granulated firm at 4⅞c, and yellows at 3⅞c to 4½c, according to quality."

Editorial Note.—It will be seen from the above that sugar twenty years ago was considerably dearer than to-day.

* * *

"The attendance was fairly good at the last regular meeting of the London Retail Grocers' Association. President W. H. Ferguson took the chair. The proposed Pharmacy Act came in for a share of discussion, and while some of the members present expressed confidence in the Ontario Legislature not passing such an act, it was held by others that it would be well to be in a position to show the members of the Ontario Legislature that the large majority of the people they represent are not in favor of such restrictions. The inconvenience to the public generally would be very great while the extra sale of a few bottles of patent medicine and comon remedies that would go to the druggist, would not benefit them to any great extent, and the possibility of procuring poisons made but little more difficult than at present. The secretary was instructed to also communicate with all retail grocers' associations respecting the Pharmacy Act."

MANY HAPPY RETURNS.

To R. L. INNIS, secretary-treasurer of the Dominion Canners, Ltd., Hamilton, Ont. Mr. Innis was born on April 23, 1872, in Dundas, Ont. He has been acting as secretary-treasurer for the Dominion Canners, Ltd., since the incorporation of the company in 1910, and previous to that from 1903 to 1910, when the firm bore the name of Canadian Canners, Ltd. Before that he was connected with The Simcoe Canning Co., Simcoe, Ont.

Tomatoes Up $1; Cucumbers Advancing

Lemons Likely to Rule Higher on Primary Markets—Only Large Sizes in Grapefruit Obtainable—Quality Exceptionally Good—New Potatoes Easier By One Dollar Per Barrel—Good Amount of Business Passing.

On primary markets lemons still rule firm. Whether there will be an advance or not is a point much discussed, but everything seems to point in that direction. Crops are now pretty well cleaned up in Italy, so that with extra heavy demand, as, result of California frost higher prices would appear to rule in future.

On Toronto markets tomatoes have advanced $1. Montreal has not made such a jump yet, but further advances are expected.

MONTREAL.

GREEN FRUITS.—There is brighter tone to fruit market this week, and favorable weather is giving an added impetus to trading. Oranges are very firm at last week's quotations, and an advance is anticipated. The supplies of oranges are coming forward very slowly. Lemons are a little easier than last week. Pineapples are coming forward more freely, and a decline in prices is daily expected. Florida pineapples are quoted at $3.25 to $3.50. Apples are selling very slowly. Market for good apples has been greatly lessened by offers of poor grades. Better grades are holding their own fairly well, but price of poorer grades is being shaded for round lots.

Apples—		
Ben Davis XXX.	3 00	3 25
Spies, first grade, per barrel	....	5 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 25
Baldwins, No. 1, per bbl.	3 00	3 50
Baldwins, No. 2, per bbl.	2 50	2 75
Fancy imported, box	....	2 00
Bananas, crated	1 75	2 25
Celery, Florida, case	....	4 00
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 00
Oranges, California navels	....	4 50
Oranges, Valencias	4 50	5 00
Oranges, Mexican	1 25	1 75
Oranges, Florida	4 00	5 00
Pears, California, Easter Beurre, box 15 doz.		5 00
Pineapples, Florida	3 25	3 50

VEGETABLES. — Strawberries are lower this week, selling at 40c per quart. Florida tomatoes are very scarce. Prices have advanced quite sharply, and it is anticipated that further advances will take place during the next few days. Fancy tomatoes are worth $3.50 and choice are selling at $3. New beets are higher, selling at $1.25 per dozen bunches instead of $1. New cabbage is 50c lower, while old cabbage is 25c higher per barrel. Radishes have advanced 15c per dozen bunches. Turnips are higher, selling at $1. New potatoes are cheaper, selling at 5c per lb., or $7 per barrel. Horseradish is higher, and mushroms are 50c per basket cheaper.

Asparagus, California, doz. bunches	....	5 00
Asparagus, Boston, doz. bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 25
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Carrots, new, per doz. bunches	....	1 00
Carrots, bags	0 75	1 00
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Cabbage, new, 4 to 5 doz. crates	....	2 00
Cabbage, bbls. of 3 doz.	1 00	1 25
Cauliflower, per doz., hothouse	....	4 00
Celery, per crate (3 to 6 doz.)	....	4 00
Cucumbers, per dozen	1 75	2 00
Leeks, per bunch	....	1 25
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 75
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 62½	0 65
Quebec grades, car lots, per bag	0 50	0 55
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case	....	3 50
Tomatoes, Florida, choice, per case	....	3 00
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	....	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	3 00
Curly lettuce, crates, 4 doz.	....	2 75
Strawberries, qt.	....	0 40
New potatoes, 5c lb. or bbl.	....	7 00
Horse radish, lb.	....	0 20
Garlic, bunch	....	0 15
Water cress, per doz. bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	....	3 00
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	1 50

TORONTO.

GREEN FRUITS.—With warmer weather coming on and giving people chance to get out and see what is being offered, trade, both from retail and wholesale standpoint, has picked up considerably during past week. Grapefruit has been running to large sizes, and consequently has been harder to sell.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75	4 50
Grapefruit, Jamaica, all sizes, per case	....	4 00
Lemons, Messina	3 50	4 50
Limes, per box of 100	....	1 50
Oranges, Florida, ordinary case	4 00	4 25
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, California navels, per case	4 25	4 50
Oranges, Valencia, ordinary, 420c, case	....	3 75
Oranges, Valencia, large, 420s, case	4 75	5 00
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	3 50	4 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, Louisiana, per pint	0 12½	0 15

VEGETABLES.—New potatoes have taken drop this week of 25 cents per hamper, or $1 per barrel. Offerings are a little freer, with result of a slight decline. Other potatoes also continue weak. Cucumbers in hamper are getting scarcer, and before end of week are expected to advance about 50 cents. As predicted last week, tomatoes have advanced $1 per crate. Good quality are now quite scarce, so that dealers look for extra firm prices, with even a chance of a further slight advance. This condition will likely hold for a couple of weeks at least. Boston head lettuce is perhaps scarcest thing on market. Prices are very firm. Egyptian onions are expected before end of week.

Beans, wax and green, hamper	....	5 00
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cabbage, Charlston, new, crate 5-6 doz.	2 25	2 50
Cauliflower, hamper	4 00	6 00
Celery, Florida, per case	3 00	3 50
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	....	1 75
Cucumbers, Florida, hamper	4 25	4 50
Egg plant, per crate of 30 to 45	3 50	4 00
French Indive, case of 16 to 17 lbs.	....	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Spanish, per crate	....	2 50
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Potatoes, Ontario, per bag	0 75	0 85
Potatoes, New Brunswick, per bag	0 95	1 00
Potatoes, new, Bermuda, hamper	....	2 75
Potatoes, new, Bermuda, barrel	....	7 50
Radishes, hamper	1 50	2 00
Rhubarb, according to size, doz. bunches	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	4 00	4 50
Sweet potatoes, 50 lb. hamper	1 75	2 00
Water cress, per doz. bunches	....	0 25

Toronto Dealer Sells Prunes by the Case

This Article Demonstrates How Even a Staid and Staple Line Such as Prunes Can be Moved Out Rapidly—Firm Sticks to Large Sizes and Good Quality — How Woman Was Induced to Buy by the Case—

There are three months, claims H. E. Phillips, of F. Simpson & Sons, Yonge St., Toronto, during which prunes can be sold to advantage, and during which every dealer should make them a specialty. These are March, April, and May, or more especially the latter half of March, April, and the first half of May.

This is a time when there is not much other fruit on the market. Apples are getting past their best; California and Florida fruits are mostly off, or else are too expensive for the average customer; and there remains little but oranges, bananas, and grapefruit which last pretty much throughout the year.

The essential point in selling prunes, Mr. Phillips claims, is in getting in stock which is highly attractive to begin with. Some people have never gotten over connecting prunes with boarding houses or hotels, and whether justly or unjustly hold an apparent grudge against them. For this reason it is necessary to have prunes which by their appearance will immediately overcome all such feeling.

Large Sizes Sell Readily.

"We never handle anything smaller than 40's to 50's," says Mr. Phillips, "and for every box of 40's to 50's, we sell ten boxes of 30's to 40's. We find not only that it is more difficult to sell a small prune, but from the smaller sizes customers receive poorer satisfaction and tend to get back to the state where prunes always have disagreeable associations. On the other hand we find that a large juicy prune will practically build up a demand for itself when once the first sale is made."

Further Mr. Phillips states: "Some merchants will buy almost anything at all. They have been in the habit of buying their prunes from one wholesale house, and when the traveler comes for an order, sign up for ten, twenty or thirty boxes without ever asking for a sample. This season we had two boxes sent in on trial from the firm with which we dealt with. They were not quite up to the mark, and we were very glad we had not placed an order for a larger quantity. We then tried five boxes from another firm, and tested them out. These were of excellent quality and sold readily. Our second order was for ten boxes and these we sold all in one week."

Stocks may be turned over in prunes during the season mentioned above, fully as fast as stocks of any other line in the store. During one week F. Simpson & Sons sold close on to 250 pounds. This year they expect to sell fully four times as many as last year. Already they have sold more than half as many and the season has scarcely more than opened up nicely.

Prune Sales by the Case.

Mr. Phillips gives an interesting example of a customer who has recently become a lover of prunes. "She was in the store," he says, "shortly after we got in our shipment of five cases, which were certainly fine, attractive-looking prunes. In a casual manner I asked if she had seen our prunes. She wasn't particularly interested, but had no objection to walking across the store and looking at them. The prunes interested her, so she ordered three pounds as a sample. A few days later she ordered a case, and not very long after that two cases. When she placed this last order I asked her what she had done with the whole case I had sent her only a short time ago, feeling sure that she could not have used them all in such a short time. 'Oh,' she said, 'we use them every morning. The children are very fond of them and they are less expensive than a good many fruits.' This one instance opened my eyes to the fact that a great many more of our customers might buy in case lots, and that pushing them in this way would soon build up a trade for us."

Use of Empties for Displays.

With a certain class of trade the display of a large quantity of goods will effect sales. Display of a pretty fair quantity is always necessary to attract attention at all. In order to be in a position to make a large display the following scheme is used in the Simpson store.

On opening boxes of prunes care is taken not to destroy the lids of the boxes. When the boxes are empty the lids are tacked on again and these empty boxes are used in connection with window and counter displays. Through showing a few freshly opened boxes containing prunes among a number of closed (empty) boxes the effect of having a large stock is produced. Every dealer will recognize not only the value of having such boxes which allow a large display with little stock, but also the ease with which they may be handled as compared with full cases of prunes.

LEAKS IN THE GROCERY STORE

LOSING PARCELS FOR DELIVERY.

From time to time in a grocery store complaints are received from customers to the effect that a certain number of goods were ordered, but upon delivery being made the order is one or more parcels short. Or, in other words, there is a recall for undelivered goods. Such a circumstance, to say the least, is provoking. The customer blames the grocer, the grocer gets after the clerk who filled the order, and that clerk in turn tries to shove the blame off on to the driver, who persists in stating that he lost nothing, but delivered all the goods entrusted to his care. And finally before the whole matter is settled much time on the part of the whole staff is wasted, to say nothing sometimes of the patience and temper lost.

Such conditions occurring too frequently finally cause the customer to lose confidence in the system of the grocer, and she directs her trade to another store.

In the store of Geo. Williams, Guelph, Ont., all such difficulties are overcome in a very simple manner. Before the driver places any order in his wagon he first checks it over and marks the total number of pieces on the back of the bill. Thus, if any mistake has been made by the shipping clerk it is found here. The driver starts out with, say, six parcels; he has checked them over himself and knows that if he has not six when he reaches the house the fault lies with him. On reaching the house he again counts the total number and sees that it compares with the number entered by him on the back of the bill.

This system, J. R. Pears, manager of the grocery department, states, has saved them much confusion and difficulty. It has practically done away with all recalls, and the extra time spent by the driver is thought to be a first-class investment.

* * *

The customer likes a store where the selling staff is polite.

Trade in Fish Exceptionally Brisk

Jewish Passover Greatly Increases Sales—Fresh Fish Arriving Freely And Taking Place of All Other Lines—Coast Catches Improving With More Favorable Weather—Nova Scotia Fish Market And the Proposed Tariff.

Trade in fish has been exceptionally good during past week, all fresh lines moving freely. Owing to approach of great Jewish Feast of the Passover, demand has been exceptionally heavy, and is likely to continue so throughout the week. Fresh caught river fish are making a big feature on the market. Lake fish, too, are being steadily introduced, but as yet have not been offered in any very large quantities. As soon as all ice is moved out and weather conditions improve, catches are expected to be heavier.

Receipts from coast have been more encouraging during week. Lobsters especially have been offering more freely, causing sharp decline in Montreal. In Halifax a few small shad and gaspereaux have appeared on market, the first of the season.

Oyster season is practically over, only a very few small orders now coming in. Most dealers are winding up that end of the business altogether, and awaiting opening of season next fall.

MONTREAL.

FISH.—Trade in fish is excellent for this season of year. Prospects for season's business are very promising. Fresh river fish are arriving in large quantities. These will find a ready market, as the Jewish holidays coming just at this time will provide a demand for all lines of fresh fish. Pike, perch, carp, suckers, mullets, etc., are in excellent demand. Closed season for sea bass begins on April 15, and will not open again till June 15. Closed season on dory begins on April 15 and opens on May 15. During these periods these fish cannot be offered for sale.

Halibut is coming forward freely from Eastern coast, but is very scarce on Pacific coast, due to delay in beginning fishing operations caused by strike. It is not expected that much halibut will be received from Western fisheries before middle of May. Haddock is plentiful on American market, but a little scarce on local market. Haddock is quoted at $1.50 to $1.60 in Boston, while price here is $3 to $3.50.

Smoked fish are selling fairly well, but demand for salt and pickled fish is very limited. Frozen fish are selling slowly. Stocks of frozen fish are low, and in most instances are completely exhausted.

Lobsters have declined quite sharply owing to bigger catches and more favorable weather.

FROZEN FISH.

Herring, per 100 fish medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	0 10	0 12

FRESH FISH.

Bluefish, fancy, per lb.		0 15
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak, cod, per lb.	....	0 06
Tom cod, new, per bbl.	....	0 06
Founders, per lb.	....	0 04
Haddock, fresh, per lb., by express	0 05	0 06
Halibut, fresh, per lb.	0 13	0 14
Herring, lake, per 100 lbs.	....	2 00
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb	0 10½
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 [illegible]
Haddies, extra fancy, per lb.	....	0 10
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

CRUSTACEANS.

Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Brawns, per gal.	....	2 00

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal		1 90
Bulk standards, gal., $1.40; selects		1 60
Clams, per bbls.	....	6 50
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 23

TORONTO.

FISH.—Business during past week has been quite brisk, with result that last week was best week for some time. Most fresh fish are now beginning to come in quite freely. Some scarcity is being felt in halibut, and one dealer receiving a car on Monday had no difficulty of disposing of it in almost record time. Lake fish are still inclined to be a little slow, owing, it is stated, to coldness of water and some ice still floating around.

Oyster trade is practically over for another season, and local houses are now winding up that end of the business. Shell oysters are scarce, and will not likely be on market after this week.

FROZEN FISH.

Qualla salmon, per lb.	0 08	0 09
Halibut, per lb.	....	0 12
Pickerel, per lb.	....	0 [illegible]
Restiguse salmon, per lb.	....	0 20
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 08
Halibut, per lb.	....	0 14
Herring, per lb.	....	0 08
Lake shad, basket of 20 lbs.	....	0 85
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 35	0 40
Perch, per lb.	....	0 06
Roe shad, each	....	1 50
Steak cod	....	[illegible]
Suckers, per lb.	....	0 05
Whitefish, per lb.	....	0 16
Wrinkles, per bush.	....	3 50

SMOKED.

Ciscoes, per basket	....	1 00
Ciscoes, per box of 15 lbs	....	1 50
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish herring, Loch Fyne, per kit	....	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 75
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 18

Operating a Sanitary Fish Department

The Stanford Market, Montreal, Pay Special Attention to Fish and Provisions —Method to Prevent Customers From Handling Fish—Parchment Paper Freely Used—System to Prevent Delivery Complaints.

STANFORD'S Market, Limited, Montreal, is a model of cleanliness. Here it is that a goodly portion of Montreal's “Elite” do their shopping. It is here that one finds one of the largest stock of “Good Things to Eat” and the greatest variety. All the newest fruits, every kind of vegetable or fish or poultry or game, in fact, everything to tempt the jaded appetite of the city consumer. To use the store's slogan it is “THE MARKET THAT'S DIFFERENT.”

The photograph reproduced here shows only the fish department of this market, but it gives one an idea of the arrangement of the interior of the store.

The Meat Department.

In the meat department one can see the biggest selling points—the price tags on the different cuts. The counter is filled with cuts of meats, steaks, roasts, chops, etc. By thus cutting up the meat in small pieces the customer can see just what she is getting, and in most cases this is the main factor in making the sale.

Another strong selling point is the tasty way in which the meat is arranged. There are those delicious steaks hanging on the hooks at the back and the enamel platters under the meat displayed on the counters. These trays are garnished with sprigs of parsley, which give an added touch to the appealing power of the different cuts. Underneath the counter is a shallow shelf for the display of canned goods, etc. Canned goods are also placed in pyramids on the upper shelf which extends clear around the store. On the table in the foreground are baskets of vegetables, oranges, grape fruit, etc. There are compartments below the table top filled with beets, turnips, apples, etc. This department has a large refrigerator and cash carriers. The cashier is in a cage on a balcony over the store door.

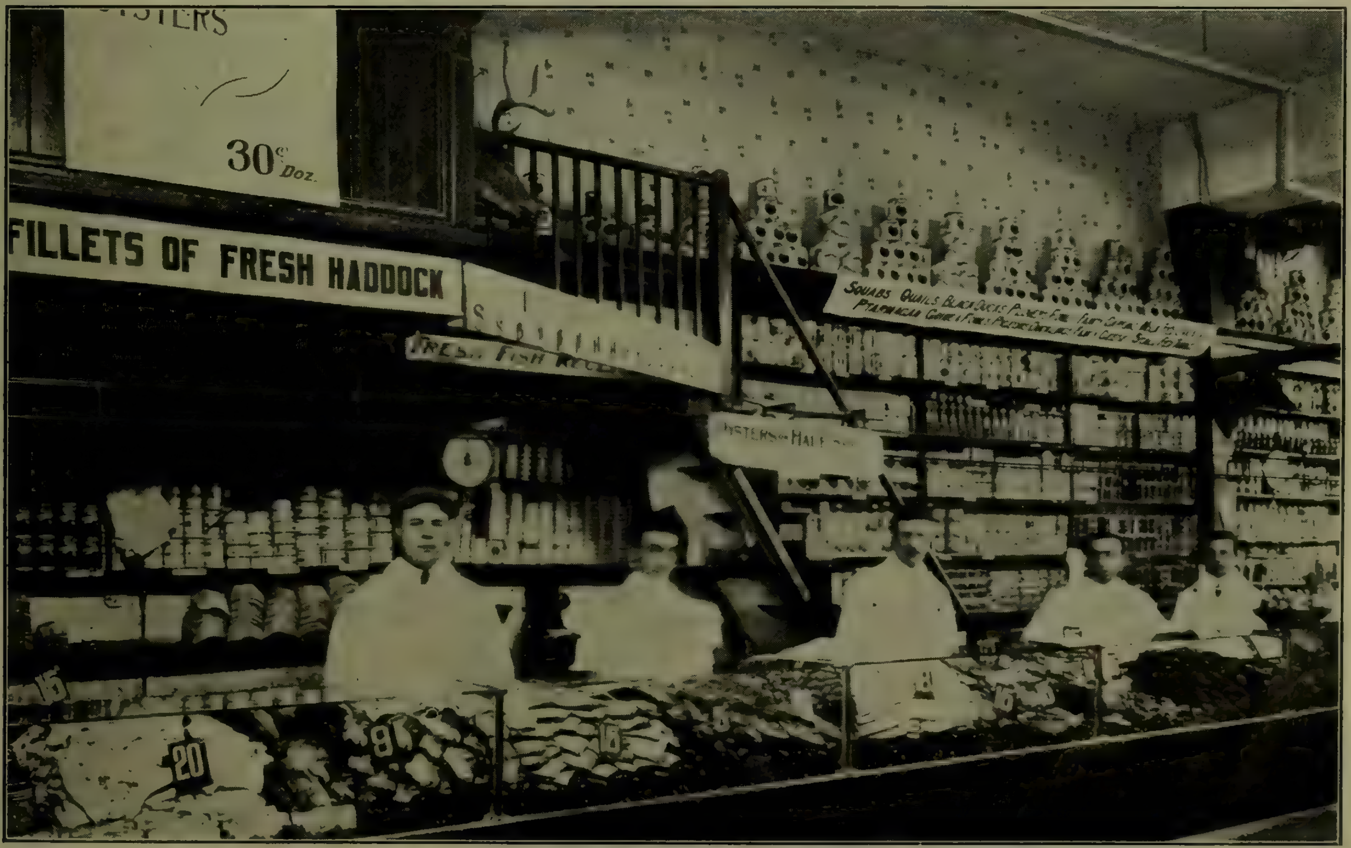
The Fish Department.

The fish department is the biggest and, of course, is given the most display room. The photograph reproduced here shows the sales counter. The counter has a peculiar arrangement and one that should be in more general use. By looking closely at the photo, uprights may be seen which divide the counter into sections. These are the supports for the plate glass which runs along the front of the counter and over the top, giving added display space besides making it impossible for customers to handle the fish displayed below. This glass case also adds attractiveness to the display. Price tickets are used freely. On the shelves at the back are displayed all kinds of canned fish. Just below these shelves is the wrapping and cleaning counter with a large galvanized tank for the washing of the fish.

The stairs lead up into the office in which is the private telephone exchange, where all incoming calls are picked up, the operator finding out which department is wanted and the particular salesman, before it is connected with that department. This saves a lot of time for the salesman and pleases the customer better. Another vegetable display table is seen in the foreground. All fish are cleaned and prepared in a room specially fitted for this purpose at the left of the photo, while at the extreme right of the photo is the poultry department.

Windows Trimmed Daily.

Great attention is given to window displays. These are changed every



A view of the Fish Department of The Stanford Market in Montreal, showing an orderly arrangement.

day. Regularly every Wednesday an elaborate fish display is put in one of the windows. The Grocer has reproduced several of these from time to time. Wm. Nailor, who has charge of the fish department, is enthusiastic about the pulling power of these window displays and says they are "the best ever." A special price is made on some one line of fish every day and is a good method of drawing attention to the different lines sold besides getting extra business.

Uses Parchment Paper Freely.

Whenever a customer is being served, or when goods are sent out on order, the salesmen in picking up the meats or fish wanted, first picks up a sheet of parchment paper and lays the desired cut on this sheet instead of on their hands. When the meat is weighed a sheet of parchment is always placed on the scales. This plan is invariably carried out, and the good impression it creates on the purchasing public is worth many times the cost of the parchment. When goods go out on order they are well wrapped in parchment, and oiled wrapping paper is used so that the juice from the meat and fish will not soak through. This policy of sanitary handling of the goods has been a mighty factor in the building up of the business of this firm.

Handling the Deliveries.

All goods going out are sent to the shipping room where they are arranged for the different routes by the shipping clerk who takes the name and address of the customer, and the amount of the order, for the purpose of a check on the delivery men. Goods ordered for delivery in sections served by the branch store are telephoned to the branch, or in case of customers selecting cuts in one store for delivery in other sections of the city served by one of the other stores, these orders are transferred to the delivery system of the store covering that section. This plan eliminates the lapping of the delivery routes, and saves considerable money for the firm.

New Way of Preparing Haddock.

To relieve the shortage of halibut during the Lenten season, the Stanford Market skinned and boned haddock, which took the place very well. In fact, this market has had a hard job in keeping up with the demand for this line and one day last week sold about 350 pounds of fish prepared in this way. The writer saw some of this fish and it certainly was very tempting, and it is well worth the dealer's while to prepare haddocks in this way.

Methods Used in Boosting Flour Sales

A Montreal Grocer Sells Only Advertised Flour—Business Increased by Co-operating With the Manufacturer—Current Literature and Advertising of Manufacturer Makes Strong Feature—Clever Window Trim Arranged by Montreal Grocer.

The store window is the most effective factor in making direct retail sales for the window display appeals to the consumer when he stands at the portals of your place of business. If the display attracts him, or should he be in need of the goods shown, you will get the busi- The more original the display the better it will "pull." It isn't always the window that consumes the most time to dress that pulls the best. Simplicity of trim gives a display an added effectiveness that is hard to improve upon. In displaying staple lines, such as flour—about which everybody is well informed—the simple, tasty display is the more effective one. The qualities or grades have been "standardized" till all that remains for the customer to decide upon is the quantity desired and the brand. Millers by extensive advertising have created a demand for their different brands. Customers recognize these familiar brands, and whenever they see the name they feel as if they were meeting old friends. When in need of flour they buy the brand they know the best.

Advantages of Selling Advertised Flours.

The dealer who is wide awake will sell advertised flours in preference to the unknown brands. It takes less effort to convince the customer of the merit of the flour. It saves time in making the sale, as the miller's advertising has partially sold the customer; and, lastly, advertised flours give satisfaction to the customer, with the result that once a customer for advertised flour always a customer. The dealer should take advantage of the sales opportunities that the manufacturer has created by means of his extensive advertising campaigns.

Co-operating With National Advertising.

To get the best results the dealer and manufacturer should co-operate to boost sales. Manufacturers are always willing to give the dealer every assistance possible, and the dealer should be alive to take advantage of this generous offer. In planning window displays of advertised goods the dealer would do well to consult the manufacturer and get from him display cards, pamphlets and other literature. One grocer in Montreal uses a billboard outside the store window, on which are pasted pages from the current publications showing the manufacturers' ads. of the goods he has displayed in his window. This clever idea attracts a lot of attention, and gives that store a personality as people watch the window and billboard for "NEXT."

A Simple But Effective Display.

The simple arrangement of the window display described below was its most attractive feature. By showing the flour, the raw product, as a background, and the bread, cakes, etc., the finished product, in the foreground, the goodness of the flour was clearly demonstrated. The cakes and other goodies appealed very strongly to the appetite.

The arrangement of the window was very simple. In the centre of the background was placed a barrel of flour lying on its side, so that the label on the barrel could be easily read. On the barrel were three sacks of flour, over which was spread a linen cloth, and on top of this was a glass cake dish piled high with breakfast rolls. On either side of the barrel were large bags of flour, and in each corner of the window a barrel of flour stood on end. Across the front of the window as a border little bags of flour were used. In the centre of the foreground were two 25-lb. sacks, one laying crossways on the bottom, with the other, label out, leaning up against it. In the rest of the space was a semi-circle of plates and cake dishes, on which were placed loaves of white, brown, currant, and fancy breads, several kinds of cakes, buns, etc. On one side of the window was a little stack of baking powder, and on the other a pile of yeast cakes. Across the back of the window was a large sign, "Blank's Flour." Around the sides of the window were hung smaller show cards telling the many advantages of this flour. The result of this display was a sharp increase in the sales of flour. The sales of cakes, bread and pastry were also greatly increased by this simple display. The simple window to be effective must concentrate on one article, and the trimmings and floor covering must be of the very best. Linen of good quality was used in the display described above.

* * *

It has well been said by Sheldon, "If you want to know the man who keeps you from accomplishing things, if you want to know what holds you back, if you want to know where to fix the blame, get a looking-glass and look into it carefully."

FLOUR & CEREAL DEPARTMENT

Domestic Trade Good; Export Increasing

Exceptionally Heavy Demand The World Over—Toronto Begins to Get into Line For Export Through Boat and Rail Freight Rates—Rolled Oats Firm Again—Trade in Mill Feeds Inclined to be Dull.

One of the big features of the market, according to Broomhall, continues to be the exceptionally heavy demand which is not confined to one country only, but is prevalent throughout Europe. Heavy shipments have been going on without causing congestion for eight months and latest reports state that at present date stocks are considered exceptionally low.

Toronto, for some time altogether out of line for export, is now beginning to get a chance through boat and rail freight rates, but as yet bookings have not been heavy. To-day in Winnipeg, wheat is 5 cents per bushel higher than in Minneapolis which gives Minneapolis about 25 cents advantage over Toronto on flour. This difference together with high ocean freight rates has tended to prevent all export business from the Toronto end. Montreal is in slightly better position for export than Toronto, but no rush has yet been felt.

With wheat and corn both advancing, general firmness is being felt in flour and cornmeal markets, but in neither is an immediate advance expected, and it is doubtful if any will take place at all. Rolled oats fluctuated slightly both in Montreal and Toronto during past week, but have again resumed former prices and appear quite firm.

Receipts of flour on the Montreal market for the week were 5,288 sacks, as compared with 6,341 sacks for corresponding week last year. Exports of flour from St. John and Portland for the week were 38,347 sacks, as against 63,713 sacks for same week year ago. The stock of flour in store on spot to-day showed an increase of 29,761 sacks, as compared with a week ago and 137,394 sacks as compared with same date last year.

MONTREAL.

FLOUR.—There is no change on flour market and situation is practically same as last week. Bad condition of country roads has had tendency to curtail demand from country points. Demand from city continues steady. Export trade is very limited owing to price war among U.S. millers. Foreign buyers are taking advantage of price cutting and are buying in U.S. instead of in Canada.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags........	....	4 90
Manitoba strong bakers, in bags...........	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—During past week rolled oats have declined 15c, but market recovered the decline on Monday when rolled oats advanced 15c. Prices are quite firm at advanced figures and it is thought that these prices will rule for some time to come. Demand for rolled oats is fair and quite a nice volume of business has been transacted.

Exports of rolled oats from St. John and Portland for the week were 1,850 sacks and 600 cases as compared with 8,411 sacks and 4,180 cases for same week last year.

Cereals—		
Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 38
Granulated oatmeal, in single bag lots....	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	....	1 85
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Mill feed market is devoid of interesting features. Prices remain unchanged and demand is steady with a firm undertone.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Quite a good business is now being accomplished in flour for domestic trade. Wheat market is stiffening up, but according to one local dealer there is no prospect of flour advancing. At the same time he states that flour is not likely to be any lower on account of the low price of mill feeds. If they were to decline their prices would stiffen all around.

Inquiry for Manitoba flour for export is fair, but dealers find it difficult to get prices that they need to get on account of prevailing low prices on the other side of the line.

There are still some rumors of flour going up locally, but nothing is definitely stated. If reports amount to anything developments will likely follow in the course of another week.

Manitoba Wheat.		
1st patent, in car lots, bags	....	5 40
2nd patents, in car lots, per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Cereals are moving out pretty freely. Warmer weather has tendency to decrease demand for rolled oats, but to increase inquiry for cornmeal. Owing to high price of corn inquiry for cornmeal for feed purposes has dropped off considerably, but for table use has not been affected to any extent. Last week it was reported that some mills had dropped rolled oats 5c. Former figures were again resumed on Tuesday, so that decline was only temporary.

Rolled oats, small lots, 90 lb. sacks	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots.......	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Demand for bran, while still steady, is causing no great rush. Shorts are moving fairly freely at anywhere from 20 to 22 dollars per ton. With summer coming on dealers do not look for further advances unless export becomes heavy. One dealer early in the week stated: "Bran is easier today, selling at $19. Demand is not what it should be for season and price has been declined to stimulate inquiry. Shorts are steady at $21."

Bran, in car lots, per ton	19 00	20 50
Shorts, in car lots, per ton	21 00	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton......	26 00	27 00

Over 2,000 Dozen Eggs Sold in Thirty Days

How One Merchant Built Up an Egg Business in a Few Months—Care Must be Exercised in Selection, Storing, Displaying and Delivery of Eggs—When Customers Are Assured of Quality in Eggs, Remainder is Clear Sailing.

That a dealer in a small store, in a town of 7,000 population, in competition with 37 other dealers could in a few months work up an egg trade that would consume 2,390 dozen eggs in 36 days, is something difficult to understand. Just think; 28,680 eggs, 28,680 breakfasts, over 700 customers! When one looks at it that way it appears much bigger and he begins to realize what a difficult task it was to accomplish this remarkable record.

"Simply a case of supplying "GOOD EGGS ALWAYS," replied the dealer when asked how he did it. "Selling eggs is like selling other lines of groceries you MUST have GOOD GOODS if you are going to build up your business. You must adopt a definite policy and then follow it out to the letter, keep hammering away, driving home the "quality" arguments so hard that they will stick. Advertising is a big factor in winning Success. By advertising I don't mean merely newspaper publicity —that is only one kind of advertising, but the thousand and one ways that the alert dealer can boost his business. But the biggest factor in your success in the egg business is to have GOOD eggs all the time. The quality must be up to a certain standard always. The days of the dealer who allows the quality to be lowered are numbered.

Learned to Test Eggs.

"When I bought out this business six months ago, my predecessor was only selling about five or six dozen eggs a week. I saw there was a great possibility for an egg department and began to evolve a method that would assure its success. The first thing I did was to learn how to tell 'fresh' eggs—how to test them. The next was to get in touch with a dealer who was reliable and who would co-operate with me—the next to work out a sales plan. The first was comparatively easy as the Government supplied the bulletin from which I easily learned to test eggs.

"The second was the hardest, but at last my efforts were rewarded with a connection that was well worth the trouble for in my year and a half's dealing with this firm I never had one cause for complaint from the quality of their eggs. When I first went to them I told them exactly what I wanted and that I was willing to pay a reasonable price for strictly fresh eggs, but I would take no others at any price whatever. I told him just what I intended doing and soon won him over body and soul to my plan. I contracted with him for so many cases a week. Of course, I was taking a big leap, but I had confidence in my plan which has since met with such marked success. Well the next problem was to sell the eggs.

Used the Newspapers.

"I contracted with our local paper for 14 inches three times a week and began my campaign. First I used price as my pulling card. I ran my ad. with the price occupying about two-thirds of the space but down in the corner was a statement of the quality of our eggs. The price brought the people into the store and here they saw eggs everywhere in the window, outside the door, inside the door, on the counter, in front of the counter—in fact, everywhere they looked were eggs, eggs, eggs. This abundance of eggs impressed them with the fact that we were able to take care of their wants.

How Candling Lamp Helped.

"But our biggest selling feature was our candling lamp. Every customer was asked to select some eggs to be tested. These were taken to the tester and in the customer's presence were tested. Besides the testing lamp was the Government chart showing the different stages of deterioration. The customer was then instructed how to use the tester and was asked to test the eggs she had selected and see if they were fresh. This proved to her our confidence in the "freshness" of the eggs. Then we explained just how we obtained our eggs and how we guarded their quality, at every turn. This entailed a lot of talk and time. but this missionary work was the best possible kind of advertising as it thoroughly convinced the customer that we really knew something about eggs. It was a novel plan which added all the more weight.

"Well every customer who came into the store in those first few days became a permanent customer for eggs. To-day we have over two hundred customers who have standing orders with us for so many dozen of eggs each week. We captured the confidence of the public in those first few weeks by our missionary work and on no occasion has it ever been abused by us trying to palm off poor eggs. We never let an egg go out of the store until it had been tested and found to be absolutely fresh. This policy has resulted in our building up a business that is the envy of all my competitors. Two exclusive egg and butter men went out of business shortly after I opened my egg department.

From Price to Quality.

"After those first few weeks of missionary work, and after I had the people coming I began to preach Quality on my advertisements and let Price take a back seat. Soon I had the business on a solid foundation and was selling eggs at a profit of about five to six cents per doz.

"The delivery of the eggs presented some problems, but these were overcome by the use of egg carriers, and the cooperation of the drivers by means of a bonusing system. I paid them two dollars per week extra if they delivered everything at the right place and in good order during the week, but fined them for each breakage or mistake.

"In displaying eggs great care must be exercised to see that the sun does not strike them as sunlight will start deterioration quicker than anything else. Care must be exercised to see that there is nothing coming in contact with the eggs that will contaminate them as they are very susceptible. In packing eggs in the cases new fillers should always be used as the old fillers soon spoil the eggs if they are dirty or musty. (

Trade Building Policy.

"Anyone can build up a big egg trade if he will adopt this policy.

FIRST.—Test every egg that enters your store and KNOW HOW to test them.

SECOND.—Tell your customers about it. Preach QUALITY to them morning, noon, and afternoon.

THIRD.—Advertise; in your windows, in your store interior, in your local papers and make your customers boosters for your business.

FOURTH.—NEVER LET A BAD EGG ENTER OR LEAVE YOUR STORE. One bad egg will render useless months of hard work.

FIFTH.—Never under any consideration let up in your vigilance."

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There is just one way to develop the type of character and personality that goes toward the making of sales, the power to persuade others and that is to acquire knowledge to control and direct yourself in a more intelligent manner than others.

Produce & Provisions

Provision Market Firm at High Prices

Orders For Pork Products Coming in More Freely—Prices on Hogs Decline Slightly—Various Opinions Expressed With Regard to Butter Situation —Prices Expected to Advance in Montreal—Weakness in Egg Markets.

Provision market has taken on a slightly firmer tone during past week. Some slight advances are noted in Montreal, but as yet Toronto continues at last week's figures and very firm. With navigation opening and season advancing, heavier demand is looked forward to within a few weeks. Receipts of hogs have been inclined to be better during past and that condition together with weakness of Chicago market has tended to put prices down at least for a short time.

Various opinions are being expressed with regard to butter situation. Make of creamery is increasing, but as storage stocks are low prices are being maintained. Finest quality dairy and farmer's separator are quite scarce and bringing fancy prices. Prevailing opinion in Toronto is that market is now at high water mark. Some dealers expect decline at any time, while others consider market likely to hold firm for some weeks yet. In Montreal there appears to be a strong upward tendency which seems likely to materialize shortly, owing to scarcity of supplies.

Egg situation is almost without feature. Offerings are heavy, but up to present time have been pretty well cared for by large demand. Declining markets may now be looked for.

Following table shows receipts of butter, eggs and cheese on the Montreal market, with comparisons:

	Butter pkgs.	Cheese pkgs.	Eggs cases.
For week ending April 12th, 1913	1,515	190	13,514
For week ending April 13th, 1912	5,884	1,213	9.270
From May 1st 12 to Apr. 12 '13	477,012	1,788,128	301,859
From May 1st 11 to Apr. 13 '12	517,085	1,833,791	282,771

MONTREAL.

PROVISIONS.—The demand for pork products is quite heavy and orders are coming in quite freely from both city and country points. Bad road conditions in the country make distribution difficult at some points and have the tendency to curtail sales to some extent.

Compound lard advanced ¼c during past week. This advance is due to advance in cotton seed oil market. Demand for compound lard is quite heavy and with favorable weather and increased cost of butter demand should increase.

Pure lard declined ½c in sympathy with American market. Drop in price of live hogs has also had tendency to force lard prices down. Demand for pure lard is fair, but decrease in price should stimulate buying.

Canned meats and cooked meats are in good demand. A number of large orders for canned meats have been booked during past week.

Live hogs are selling at $10.30 per cwt. this week instead of $10.50 ruling last week. The receipts of hogs is more in keeping with the demand, but weakness of Chicago market forced prices down.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb...	....	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 17
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19	0 19½
Extra small sizes, under 12 lbs., per lb...	....	0 19½
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 18
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 18
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb...	....	0 16
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
COOKED MEATS—		
Boiled ham, small, skinless, boned, lb..	....	0 28
Jellied tongue, 10 lb., open tins, lb...	....	0 28
Headcheese, per lb.	....	0 10
English brawn, per lb.	....	0 12½
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb..........	....	0 14½
Flanks, bone in, not smoked, lb.	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb..............	0 15	0 15½
Tubs, 50 lbs. net, lb.	0 15⅜	0 15½
Boxes, 50 lbs. net, per lb..............	....	0 15¼
Pails, wood, 20 lbs. net, lb.	0 15½	0 15¾
Pails, tin, 20 lbs. gross, lb.	....	0 15
Cases, tins, 10 lbs. each, lb............	0 15¾	0 16
Cases, tins, 5 lbs. each, lb............	0 16	0 16½
Cases, tins, 3 lbs. each, lb............	0 16	0 16½
One pound bricks, 60 in case..........	0 16½	0 16¾
COMPOUND LARD—		
Tierces, 375 lbs., per lb..............	....	0 09¾
Tubs, 50 lbs. net, per lb..............	....	0 10⅛
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 5 lb. tins, 60 lbs. in case......	....	0 10¾
Cases, 3 lb. tins, 60 lbs. to case......	....	0 10¾
One pound bricks, 60 lb. cases........	0 11½	0 12

BARRELLED PORK.		
Heavy Canada short cut mess, bbl., 35-45 pcs...		$28 50
Canada short cut back pork, 45-55 pcs., bbl......		28 00
Heavy short cut clear pork, bbl.		27 50
Heavy clear fat backs, 40-50 pcs., bbl........		28 50
Heavy clear fat backs, 60-70 pcs., bbl........		27 00
Flank fat pork, bbl.		28 00
Pickled pigs feet, short, 200 lb. bbls., bbl.......		6 00
SUNDRIES.		
Cottage rolls, small, 4 lbs., per lb........		0 18
Bologna, beef bungs, per lb.		0 07½
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb........	....	0 06
HOGS.		
Live weight, per 100 lbs.		10 30
Dressed pork, per 100 lb.		15 00

BUTTER.—Demand for butter is increasing and supplies decreasing. Prices are very firm with a strong upward tendency. Fresh made creamery has advanced to 33c for solids and 33½ for prints. Sept. and Oct. made creamery and dairy butter remain same as last week. New Zealand butter is still being sold on local market and is now bringing 33c per lb. This is advance of one cent per lb. Another advance is anticipated in near future as supplies are getting short.

Creamery blocks, Sept. and Oct. make ..	....	0 32½
Dairy tubs, lb.	0 26	0 28
Creamery, fresh made	0 33	0 33½
New Zealand	....	0 33

EGGS.—New laid eggs are quoted at 23c per dozen and are selling retail around 25 to 26c per dozen. Egg market is very weak and prices are liable to tumble at any minute. Receipts of eggs on local market during week were 13,514 cases as against 12,908 cases for week previous. Dealers are storing surplus and thus holding up price. It is expected that next week will see much lower prices as weather is more favorable for an increased egg supply. With better roads and warm weather supplies of eggs should be greatly increased. Dealers will hardly pack eggs at present prices after their experience of last season and it is reasonable to suppose that prices will soon be lower as storage stocks will soon be laid in now.

New laid eggs, per doz.	....	0 23

CHEESE.—Cheese market is devoid of feature. Demand is steady with no price changes. White Canadian cheese, year old, is selling well and bringing 17c per lb. Exporting is light.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15
½ twin	....	0 15
Stilton	....	0 18
Canadian, white, year old, lb........	....	0 17

POULTRY.—Consumption of poultry is just a little ahead of supplies coming forward. The situation has tendency to keep prices very firm. Very little game is being sold at this season of year.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24

TORONTO.

PROVISIONS.—Business during past week has been picking up a little and with opening of navigation which became fairly general on April 15, shows signs of increasing even more especially from Western points. The market for live hogs continues strong owing to continued light receipts. Better roads have somewhat improved conditions over week ago, but even yet stocks are scarce. In sympathy with this market all meats continue firm, but unchanged. Lard, which by one firm was moved up ¼c last week has again been put back to former figures. Market for lard, however, continues firm.

American tariff appears this week almost as a thing of the past, so little are dealers discussing it.

Smoked Meats—		
Light hams, per lb.	....	0 18½
Medium hams, per lb.	....	0 18
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	....	0 23
Backs, boneless, per lb.	0 24	0 25
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15½	0 16
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
Lard, tierces, per lb.	....	0 14¼
Lard, tubs, per lb.	....	0 14¾
Lard, pails, per lb.	....	0 15
Lard, compounds, per lb., tierces	0 09	0 09½
Live hogs, fed and watered	....	9 35
Live hogs at country points	....	9 00
Dressed hogs	....	14 50

BUTTER.—Butter continues firm. In creamery make is increasing and fortunately for makers storage stocks are pretty well cleaned up. Consequently, prices remain unchanged. Choice dairy is scarce and hard to get. Prices for best quality run almost as high as for creamery. Speaking of future of butter market one local dealer states: I'm surprised to see it hanging on so long the way it is. Just now I'm doing a big trade in butter, but I'm simply buying and selling right away as I am almost afraid to take a chance." Another dealer was just as strongly of opinion that there would be no decline until grass makes started coming in.

	Per lb.	
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 32
Farmers' separator butter	0 27	0 30
Dairy prints, choice	0 26	0 27
Dairy solids	0 20	0 22

EGGS.—"Egg market remains firm at 20 to 21 cents. Demand is good and stocks are being kept well cleaned up." Such is situation in brief as expressed by one local dealer this week. Buyers continue to pay from 17 to 18 cents in country, but with roads drying up this week offerings are expected to be heavier, causing slight reduction in prices paid. Eggs are now coming in quite freely, but owing to enormous demand from the Jews, this being time of Jewish Passover, stocks locally have been kept well cleaned up to date.

Eggs—		
Strictly new laid, per doz.	0 20	0 21

CHEESE.—The new tariff coming into force would probably effect cheese situation as much as any. Doubtless it would cause more cheese to be shipped from here to States and less to England, thus causing a lowering of price on other side. Free admission of milk would tend to give factories on other side of line advantage over factories here. Just what result will be is hard to figure, but it looks as if values will undergo a leveling process both here and across line, should the new tariff come into force.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Owing to Jewish Passover, demand for live chickens and hens should be extra heavy this week. Frozen lines continue in good demand, and stocks are fairly plentiful. Supplies of all fresh dressed are quite limited, and dealers are asking a good price for same. Broilers are expected in another week or so. Opening price will likely be around 40 cents.

Frozen—		
Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

Increasing Sales at Provision Counter

What Two Western Ontario Retailers Are Doing To Build Up This Department—The Use of Separate Counter—Value of Handling Quality Products And Giving Good Service.

A. Reeks, of Reeks & Co., St. Thomas, Ont., is a believer in giving special attention to the provision department. Across the rear of his store he has a separate counter for provisions, with marble top, and a refrigerator to the rear, with double compartments.

In the Reeks store a special endeavor has been made for many years to give good service in the matter of provisions, and a good steady trade has been worked up. On the provision counter referred to is a computing scale, and also a meat slicer. The latter is credited with attracting considerable new business.

To keep the cheese free from dust, dirt, drying out, and excessive moisture Mr. Reeks has a square glass cover on hinges on the end of the counter and over the cheese. Whenever cheese is required the cover is tipped back as far as the folding hinges allow it, and as soon as the order is filled, is put back in its place. By being glass the cheese can readily be seen by customers, and this promotes sales.

"People want cleanliness nowadays," says Mr. Reeks, "and we must cater to them."

QUALITY AND SERVICE TRIUMPH.

A Western Ontario grocer tells of an interesting apology made to him by one of his old and regular customers. For a number of years he had always run a provision counter in his store, and had pushed sales in provisions, until finally he had built up a very good trade. From the outset he had stocked only what he considered the best meats, both cooked and smoked, and felt well satisfied that no complaint could justly come from his customers on that score.

A few years ago one of the large packing houses started up a retail store in the same town, and naturally drew trade away from all of the grocers who had been handling provisions. Some weeks later one of this grocer's old customers came to him and said, "Mr. —— I owe you an apology." "What for?" he enquired; "I wasn't aware of anything for which you need apologize to me."

"Well," replied the customer, "I just thought when those packers started in here that they would show you a few things. I thought that you wouldn't be able to sell any provisions at all. Under this impression I have been dealing with them ever since they came, but I must say that I have never yet been satisfied with their goods, and I have tried almost them all. And now I want to apologize for ever doubting that your meats were not the best, and for leaving you to deal at another store." Needless to say the apology was accepted very freely.

This grocer states that rather than hurt his trade the opposition has benefited him, and that the most friendly feeling exists between him and the manager of the produce and provision store. So careful has he been in seeing that his customers are satisfied in every respect and in giving them always the best quality of goods obtainable that he has secured the utmost confidence and goodwill from all his customers, and has built up a provision trade which cannot be drawn away by any new dealer who comes to town.

THE
YOUNG COMPANY
LIMITED

Wholesale Grocers and Importers

Our
three
Warehouses
with complete stocks
ensure prompt shipments.
Our business is built upon fair
dealing, liberal treat-
ment and effic-
ient ser-
vice

Warehouses at:

NORTH BAY
The Young Company Limited

SUDBURY
The Young Company Limited

TORONTO
The Davidson & Hay, Limited

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 doz. in case	1 25
¼-lb. tins, 4 doz. in case	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S. For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 85
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90

Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 ds	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 40
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

Packing Plants:

Toronto - Ont.
Montreal - P.Q.
Hull - - P.Q.
Peterborough Ont.
Brantford - Ont.

Branch Warehouses:

Winnipeg - Man.
Fort William Ont.
Sudbury - Ont.
Sydney - C.B.

MATTHEWS-LAING, Limited

Pork and Beef Packers

Exporters and Provisioners

Head Office: - TORONTO, ONT.

Pork and Beef Products
Dressed Sheep, Lambs, and Calves
Butter, Eggs, and Cheese

In carloads, or any desired quantities shipped to all parts of Canada.

Dressed Meat Department

We have special arrangements with express companies for the despatch of telephone or telegram orders sent us.

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha.	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins. whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30
Presentation (with tumblers) 28c per lb.	

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES. BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s.	7 50
Claret, pts., Crown, 50s.	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. Bars, lb.	0 08

Cs. "Le Lune," 65 p.c. olive oil.

Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macároni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10¾
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case).	5.50	5.35
7 lb. tin (½ dz case).	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case).	4.80	4.65
7 lb. tin (½ dz case).	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large. cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

St. Lawrence Granulated

CANADA'S
STANDARD
OF QUALITY

ESTABLISHED 1854

For 59 years we have been established at Hamilton in the business of Curing Hams and Bacon. Our trade mark is the

"Star Brand"

which is now known over the entire Dominion, our customers including prominent grocers from St. John's, Newfoundland, to Victoria, British Columbia, and all cities between.

The reason for the popularity of the "Star" Brand is found in the uniform sweetness of the Hams and Bacon, which we manufacture and which is the result of so many years' experience. We also manufacture Lard and Lard Compounds, Mincemeat and Cooked Meats of all kinds.

Under inspection of the Dominion Government.

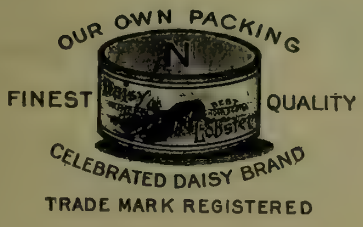
F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."



"N" BRAND LOBSTER

UNIVERSALLY RECOGNIZED FOR ITS SUPERIOR QUALITY

Our Canned Lobsters are known everywhere by leading dealers for their **UNRIVALLED QUALITY** and **QUALITY ALWAYS COUNTS.** The delicious flavor and freshness is brought out to its fullest and every can is absolutely reliable. We are booking orders for spring pack now. Correspondence solicited.

NEVILLE CANNERIES Limited
HALIFAX - - NOVA SCOTIA.

SEEDS

Present Prices f.o.b. Toronto

	Per 100 lbs.
No. 1 Government Standard.	
Alsyke Clover	26.00
*Alfalfa Clover	16.00
xAlfalfa Clover	15.00
Timothy	5.50
No. 2 Government Standard.	
Red Clover	$22.00
Mammoth Clover	22.50
Alsyke Clover	24.00
Timothy	5.00
No. 3 Government Standard.	
Red Clover	$19.50
Mammoth Clover	20.00
Alsyke Clover	20.00
Timothy	4.00
Dutch Sets	**10.00**
Shallots	**5.00**

*Gold, x, Silver.

Geo. Keith & Sons

Phone Main 163

Toronto -:- Ontario

Seedmerchants since 1866

TOMATOES, CELERY, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

VERY SUPERIOR

LEMONS

"St. Nicholas"
"Home Guard"
"Puck"
"Queen City"
"Kicking"

The Brands you should always buy, especially when giving your jobber phone or mail orders.

J. J. McCABE

Agent

Toronto, - Canada

GERMAN-QUALITY-SAUSAGE
J. M. SCHNEIDER & SONS LIMITED
BERLIN, ONT.

Pure, Fresh Pork Sausage

- Ring Bologna
- Frankforts
- Summer Sausage
- Ham Sausage
- Smoked Pork Sausage
- Head Cheese
- Blood Sausage
- Liver Sausage

Write for a trial order

J. M. Schneider & Sons Limited.

High Grade German Sausage
Pork Packers

BERLIN, - - - ONTARIO

NATION'S CUSTARD

POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.,
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

---

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered
Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. Dorchester, Mass.

When writing advertisers, kindly mention having seen the ad. in this paper.

FRESH FISH

We have a special department for handling Fish. A new cold storage plant having recently been installed. Our supplies are received direct from sources of production and we aim to give our customers

The Best Quality, the Largest Variety, at Lowest Market Prices

FRESH HALIBUT, FRESH TROUT, WHITEFISH, FRESH HADDIES FILLETS, WINKLES, LIVE LOBSTERS, COD, HADDOCK.

Try Us!

WHITE & CO., LIMITED
Wholesale Fruit and Fish
TORONTO

We Call Your

Attention

To the Quality of Our

Pineapples

Supplies are now coming along more freely, and from now until end of the season we will be in a position to supply you with the same high quality brands that have given such splendid satisfaction in past seasons.

OUR SYSTEM OF EXAMINATION assures you against loss from wasty fruit. We open every case and repack it before shipping.

WE WANT YOUR BUSINESS and in return we offer you the very best quality in PINEAPPLES in the very best condition. Order to-day.

THE HOUSE OF QUALITY

HUGH WALKER & SON
GUELPH and NORTH BAY

His Influence Counts

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR TABLE SALT

makes a firm friend of every man because it is dry and fine, never cakes or clogs in the shaker, and it flavors food as it should be flavored—with not a trace of bitterness.

CANADIAN SALT CO., Limited
WINDSOR - - - ONTARIO

Meats and Dairy Products

Elgin Brand

Carefully Selected Eggs

Elgin Brand on Meats stand for the highest quality obtainable, and Dairy products going through our hands are on an equal basis. We are exclusive distributors for "West Magdola Creamery Butter." Our Eggs are all carefully selected and handled.

Our Post Card Order Book will be a great aid to you in ordering.

Send for it to-day.

The St. Thomas Packing Co., LIMITED
Pork Packers and Provision Merchants. Dealers in Butter, Eggs and Cheese.
ST. THOMAS, ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books

WHY KNOX GELATINE PLEASES

A package of KNOX GELATINE makes two full quarts of jelly, more delicious and better than the ready flavored gelatines and your customers will appreciate this big money's worth.

Our advertising tells your customers about KNOX ACIDULATED GELATINE No. 3 (which contains the extra envelope of lemon flavor), as well as KNOX SPARKLING GELATINE No. 1 and makes BOTH of them EASY TO SELL. The **quality** and **big money's worth** makes BOTH CONTINUE TO SELL, once they are introduced. It will pay you to PUSH the sale of KNOX GELATINE, because you make a splendid profit out of fifteen cents per package.

Because it will please your customers as well as pay you good profit.

"Make KNOX your gelatine leader."

CHARLES B. KNOX COMPANY, Johnstown, N. Y.
Branch Factory—MONTREAL, CANADA

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.60
Princess Condensed Milk, 4 dozen in case	$4.50
Banner Condensed Milk, 4 dozen in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George Ontario

Why Don't You do Like Him?

H. J. Buckley, of Moberly, Mo., who bought a No. 84 Kingery Corn Popper with Peanut Cylinder extra for $94.00.

He writes that the machine is doing fine. I pay $40.00 per month rent and have four people employed, and machine pays rent and help.

Now, to get at his profits in this little, big business, let's do a little figuring. Rent $480 per year. Four clerks at $5.00 per week each, $1,040, total $1,520, or 15 times the cost of his machine. Did you ever add anything to your business that beats it? In some cases they have earned more net profit than that of the business of the entire store. Furthermore, its attractiveness turns the eyes of passersby upon your store. Often it is the agent of sending them in. It helps the business in the store. The Kingery Peanut Roasters and Corn Poppers are of many kinds and styles—Steam, Electric, Spring and Hand Power. Ranging in price from $8.50 to $350.00. Sold on liberal instalments.

You should have Kingery's Book of Possibilities and Catalogue No. 41. They are free.

KINGERY MFG. CO.
Cincinnati, Ohio

E. NICHOLSON. D.H. BAIN

NICHOLSON & BAIN

WHOLESALE
COMMISSION MERCHANTS & BROKERS

HEAD OFFICE-WINNIPEG.
BRANCHES:
SASKATOON, SASK.
EDMONTON, ALTA.
REGINA, SASK.
CALGARY, ALTA.

CABLE ADDRESS
NICHOLSON - WINNIPEG.
" CALGARY.
" EDMONTON.
" REGINA.
" SASKATOON.

CODES: A.B.C. 4TH & 5TH EDITION.
WESTERN UNION.
ARMSBYS 1909 & 1911.

WINNIPEG, MAN.

To Manufacturers and Shippers in Canada, United States and Abroad

Dear Sirs,—

We beg to advise we have opened Branch **No. 5**, at Lethbridge, Alta., in the name of Nicholson & Bain, and under the management of Mr. D. C. Boyce, who was formerly with our Calgary Branch.

Our new branch will handle the **Jobbing trade** in **Lethbridge, Medicine Hat, Fernie,** and **Cranbrook, B. C.** and will be open to accept first-class accounts for this particular territory; and any manufacturer or shipper, who is not already represented in the territory mentioned, we would be pleased if they would write us here, or **Nicholson & Bain, Calgary,** or **Lethbridge,** re handling their account, in that territory.

We will, if necessary, have the Retail trade covered, and orders turned in to the Jobbers, in the interests of the Manufacturers and Shippers, whom we represent. We wish to point out to Manufacturers and Shippers, we now cover the **whole Jobbing trade from the Lake-front to the Eastern part of British Columbia. From Winnipeg, we work Port Arthur, Fort William, Kenora, Ont., and Brandon, Man. From Regina, we work Regina, Moose Jaw and Weyburn, Sask. From Saskatoon, we work Saskatoon, Prince Albert and Battleford, Sask. From Edmonton, we work Edmonton and Camrose, Alta., and we will now from Lethbridge work Lethbridge, Medicine Hat, Alta., Cranbrook and Fernie, B. C., and from Calgary will work Calgary, and at times Medicine Hat.**

We are thoroughly equipped to take care of all first-class accounts, seeking representation in the Great West. We are satisfied, if you are not already represented in the territory **from the Lake-front to the Eastern part of British Columbia,** that it would be in your interests to communicate with us, and if at any time you should be dissatisfied with your representation in this Western territory, we would be pleased to hear from you.

Yours very truly,

NICHOLSON & BAIN.

Tartan BRAND

THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

PAYING LINES ARE WHAT YOU WANT.
WE HAVE THEM TO OFFER.

EXTRACT OF MEAT
(IN JARS)

TURKISH DELIGHT

TEALETS A New Line which consists of all the necessary ingredients viz. tea, prepared milk and sugar for making a cup of tea.

SCHMOELE, RHODES & CO.
Established over 30 years
131 Wool Exchange - - LONDON, ENG.
BUYING AND DISTRIBUTING AGENTS WANTED

THE CANADIAN MILLING AGENCY

FLOUR, GRAIN and
Fertilizers of all kinds.

VICTORIAVILLE, - QUEBEC

We have:—
- The Highest Quality
- The Greatest Quantity
- The Lowest Price

17,500 Barrels per day
Correspondence Solicited

If You Want Steady Customers

You know transient business does not amount to very much. Your few score or few hundred dependable customers—**mainly your particular buyers**—make up your **paying** trade.

Inferior goods will not satisfy these people and they come to you because of the confidence they have in you and the goods you sell.

If they want Macaroni or Vermicelli sell them the brand of quality the brand that always satisfies—**"GLOBE."**

GLOBE

Macaroni and Vermicelli

made from the best hard wheat with no maize or rice flour mixed in, making them absolutely pure.

They possess a quality which gives distinctive flavor.

You may expect a big demand for the "Globe" brand goods as soon as they are introduced.

The profit makes it worth your while.
Order from your jobber, or

D. SPINELLI & COMPANY
REGISTERED
MONTREAL - - QUEBEC

We have a limited amount of

No. 3 Tomatoes
Gallon Apples
No. 3 Apples
and Evaporated Apples

All packed in Sanitary Cans.

CHURCH BROS. HUBBS CO.

PICTON, ONTARIO

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Give your customers the best salt—**Rice's**, and you will coin their trade for other profitable goods. Rice's salt is the finest quality—Table and Dairy Salt produced. Purity is the key note.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON & GODERICH, ONTARIO

For

"Green Mountains" "Delawares"

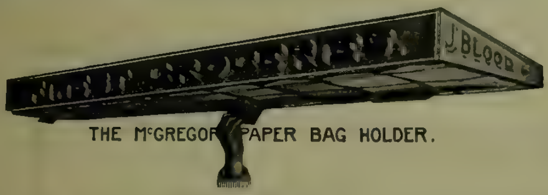
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars **Write or Wire**

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.


J. BLOOD
THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

GILMOUR'S
Antiseptic
HAND CLEANER

The Yellow Can With "The Goods."

We prepay freight to points East of Port Arthur on shipments of two gross and over, and at same time allow the regular discounts, so that you are buying on same terms as our Montreal customers.

Get the Yellow Can—The Profit Can,

10c, 10c, 10c, 10c, 10c, 10c.

THE GILMOUR CO.
604 Papineau Avenue, - MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

TRY IT

SOLD BY
ALL
JOBBERS

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

JAPAN TEAS

FURUYA & NISHIMURA

BEST INCORRODIBLE

TEA LEAD

ALL SUBSTANCES AND SIZES

Grey & Marten, Ltd.

City Lead Works - Southwark Bridge, London, England

WRITE FOR PRICES

Have No Hesitation

in recommending to your best customer

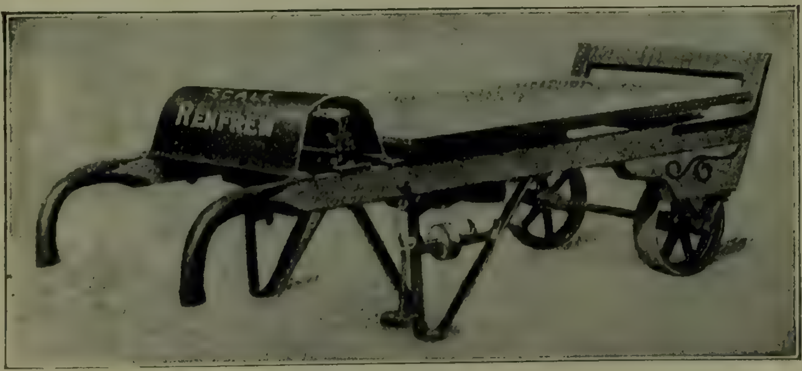
'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH
AND
PROCTOR
SOLE PACKERS
Halifax, - N.S.



Get Fuller Information

and prices re this money and labor saver. The

"Renfrew Scale"

increases profits and catches shortages. Accurate, strong and reliable.

Full descriptive circulars sent free on request.

RENFREW SCALE COMPANY, Renfrew, Ontario

If it's BUSINESS you want, Sir, H.P. Sauce will surely bring it along—

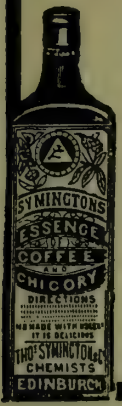
H.P. is no shelf-warmer, it's no sooner on than it's off again—
off again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd.,
Birmingham Eng.

H.P. SAUCE

Strong, delicious Coffee can be prepared in one moment without trouble by using



SYMINGTON'S COFFEE ESSENCE

Your customers will appreciate this, and when they find that SYMINGTON'S has the flavor, strength and aroma of the finest Coffee will become regular buyers. It is the purest and most economical of all Coffee Essences.

Thos. Symington & Co., Edinburgh and London

AGENTS:— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

N. C. BRAND CATSUP

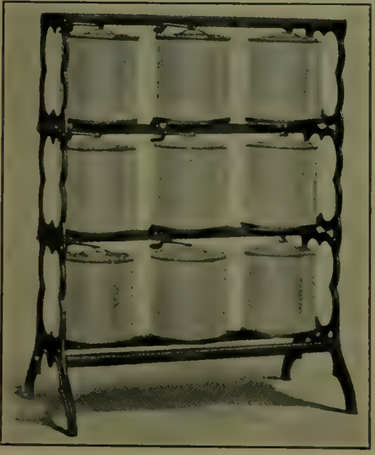
Is Pure Sales Sure Profits Good

Jams Jellies Maple Syrup Mince Meat

Gold Lined Tins Embossed Labels

NATIONAL CANNERS, LIMITED

Hamilton, Ontario



Sanitary Sectional Jar Cases

CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and saintary. This case will sell goods for you because it is doing it for others.

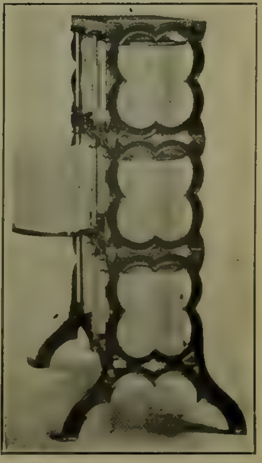
The Jar pulls out, the Lid remains stationary.

Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Koren Manufacturing Company

5402-4 Windsor Ave., N. E. CLEVELAND, OHIO



A WIDE MOUTH

This is one of the features of the QUEEN SQUARE FRUIT JAR. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener. The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.
Sell the Quality Jar during 1913—the "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

TRADE MARK KEYSTONE BRAND. REGISTERED

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited
PORT ELGIN, - Ontario

When Your Customers Ask For 'Soap Powder'

SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means a lot of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

WARNING!

CRESCENT BM&Co TRADE MARK BRAND

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years
TO HER LATE MAJESTY QUEEN VICTORIA

CAIRNS' PRODUCTS

have the fresh natural taste which can only be obtained from most carefully selected and prepared fruits. Cairns' Scotch Jams, Jellies and Marmalades have made a reputation, not only among Royalty, but among the best trade of the Empire in general. They are everywhere appreciated.
Quality goods bring and hold trade and increase the profits. In fruit products feature Cairns'.

Alexander Cairns & Sons
Paisley, Scotland

Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

Fill Your Orders With

"DAPHNE"

BRAND

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers With Satisfaction

PACKED BY
GUGGENHIME & CO.
SAN FRANCISCO.

AGENTS
ROSE & LAFLAMME
Limited
MONTREAL

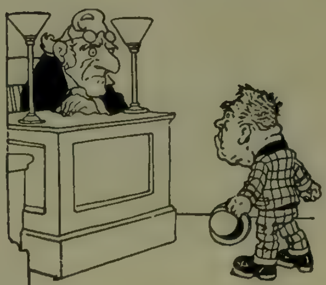
ROYAL
SALAD DRESSING

belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company
WINDSOR - ONTARIO

WORLD RENOWNED
BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.



Don't Bring Them Before The Judge

It costs money whether you win or lose. We collect your debts or no charge for our services unless we get you the money.

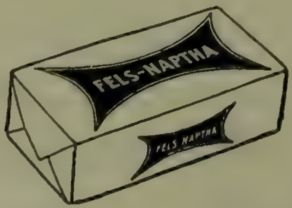
We will be glad to receive the books of any Grocers or Merchants who have gone out of business, or intend to do so, and collect their accounts on a commission basis. No collection—no charge.

The Nagle Mercantile Agency
Westmount, Que.

It is a
Selfish Grocer

that commends Fels-Naptha soap to customers, and tells not his own home folks the good things that women speak of it.

If used right, Fels-Naptha will save your own people lots of time and trouble; no boiling water needed, at all.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.
Technical Book Department
143-149 University Avenue, Toronto

SASKATCHEWAN'S BUSINESS MEN'S CONVENTION

Regina, May 5, 6, 7, 1913

Hundreds of delegates expected. Papers on subjects of practical importance to retailers will be given by experts. Free discussion. Proposal to form Provincial Association will be submitted to the Convention. Great attractions organized for delegates, including automobile trips, banquet at Parliament Buildings, and theatrical entertainment. Delegates will obtain reduced fares by signing standard certificate at any railway station in province of Saskatchewan. A good time in store for all visitors.

Write for full particulars, to General Secretary.

A. M. NICOL
503 New Leader Building. Regina

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

STUART'S

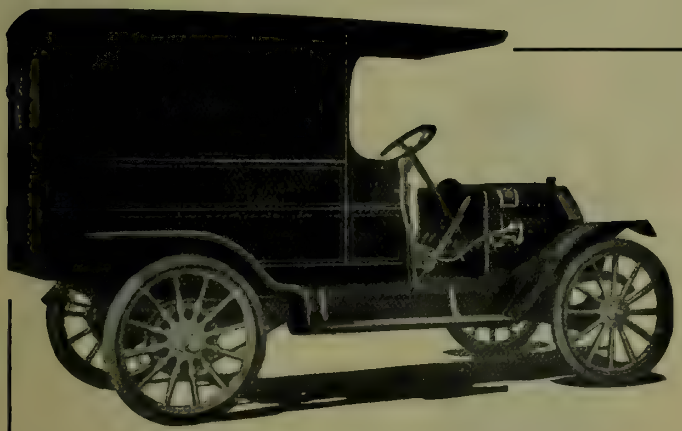
GRAPE FRUIT MARMALADE

A new specialty, prepared on scientific principles from the Finest Florida Grape Fruit and Pure Granulated Sugar only. The delightful flavor of this new table delicacy will appeal to all.

Repeat orders sure to follow. Yields excellent profits.

Send for trial order.

Stuart Limited, Sarnia, Ont.



The Menard Commercial Car

Prices and full information on technical qualities on request.

The Many Advantages

embodied in motor car delivery are brought out in their fullest in the

MENARD COMMERCIAL CAR

Efficiency, durability and promptness of delivery being the outstanding features. Auto delivery cuts down expenses, covers larger territory and attracts trade.

The Menard Commercial Car is quiet and reliable, has good speed and a carrying capacity up to 1,500 lbs.

Menard Commercial
Motor Car Company
WINDSOR, - - ONTARIO

Keep a Good Stock

of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

Your Sauce Patrons

have that cultivated taste that demands only the highest quality.

PATERSON'S
WORCESTERSHIRE
SAUCE

Appeals to the majority. Is most delicious with steaks, meats, fowl, fish, etc.

Sell Paterson's Worcestershire Sauce and get the trade.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co,
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

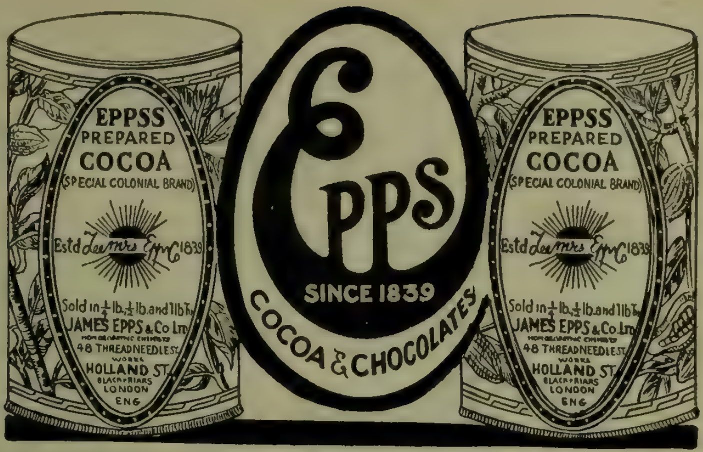
AT THE CONVENTION

You will meet hundreds of grocers who have increased their trade by selling KIT COFFEE. Be sure to call on our agents when you are in Toronto. Samples and advertising free.

FREDERICK E. ROBSON & CO., FRONT ST., TORONTO
ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South Street, Halifax
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.
KIT COFFEE CO. - GOVAN, GLASGOW

KIT COFFEE

"Perfectly simple to make
Simply perfect when made"



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

THE "PROFITABLE" PART

OF THE GROCERS' CONVENTION IS IN "BUYING RIGHT" AND "INCREASING YOUR TRADE"

SYMINGTON'S
TABLE DELICACIES
BRING BIG RETURNS

6	doz. Symington's Soups	$ 7.20
3	doz. Symington's Table Cream	3.60
3	doz. Symington's Jelly	3.60
3	doz. Symington's Salanaise	3.60
15	dozen, for which you receive	$18.00

We will deliver the above order to you for

$10.80 Freight Prepaid

(Offer good until April 25th only.)

MAIL THIS COUPON

Frederick E. Robson & Co.
25 Front Street East TORONTO

Gentlemen :
We wish to take advantage of the convention offer.
Our Wholesaler is ....
Name ....
Address ....

CANNED SALMON

"Argo" Brand

A Good Red Flaky Fish

$2.10 per doz.

Rebuilding Sale

As we will be moving into our new warehouse, which is now being constructed, we have decided to give our friends the benefit in price which we would have to pay for removal of stock. Many of our friends, as well as those with whom we have not had the pleasure of doing business with before, are availing themselves of this opportunity to get their present as well as their early summer supplies NOW AT THESE REDUCED PRICES. Get in touch with our travellers or write us direct what line you are interested in specially at present. We are sure to have something for you. We have a good assortment of Sockeye, Cohoe and Pink Salmons, both in ½s. and 1s. Get our prices. We can recommend "ARGO" Brand. It is a seller. Try a 5 case lot to-day.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON - ONTARIO

WE ARE PROMPT SHIPPERS. ALL ORDERS SHIPPED SAME DAY AS RECEIVED

More Than Ever in a Class by Itself

One of our 12 new models.

Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Coles Manufacturing Co.
1615 North 23rd St, PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

GAZELLE BRAND

The Leading Brand of Canned Goods in Canada and Elsewhere

WILL STEER YOU SAFELY ON THE ROUTE TO SATISFACTION

HUDON, HEBERT & CO., Limited, MONTREAL
The Most Liberally Managed Firm in Canada

"PRIMUS"
BRAND

Canned Goods

PRIMUS MEANS FIRST—FOR QUALITY OF GOODS

Our guarantee for the lasting quality of these goods holds good for any reasonable time.

Care taken in the putting up of this brand, has placed it in the PREMIER POSITION amongst all canned fruit and vegetables.

There is a lasting taste of goodness in every tin of PRIMUS Brand.

PRICES WILL BE LOW THIS YEAR.

L. Chaput, Fils & Cie., Limitee
Wholesale Grocers and Importers
2, 4, 6, 8 and 12 DeBresoles, Montreal
Established in 1842

A FOREIGN MESSAGE

"All lines will be cheaper this year owing to prospect of good crops"

IMPORTED GOODS

L. A. PRICE & CIE., BORDEAUX, FRANCE.

You should secure a supply of these goods immediately. This firm has made a reputation for themselves as packers of the highest quality of

French Peas, Beans, Mushrooms, Asparagus, Spinach, Cherries, Fruits in Glass, Sardines, Pates, Etc., Etc.

MERTEN'S VAN de POEL, BELGIUM,

Peas, Artichokes, Asparagus, Oyster Plant, Celery, Etc.

BRUSSON JEUNE, VILLE MUR, FRANCE.

We have supplies of goods from this firm, who operate the largest factory in the world for French Pastes, Macaroni, Vermicelli. Only the purest of Taganrog Russian wheat is used in their manufacture.

BARON & FILS, MARSEILLES, FRANCE.

Makers of the celebrated Castile Soap under the Tulip and Coquelicot Brands.

PACIFIC COAST SYRUP CO., SEATTLE.

Finest quality of preserved fruits grown in the State of Washington. The very thing for that high-class trade of yours.

L. CHAPUT, FILS & CIE.

LIMITEE

Wholesale Grocers and Importers

2, 4, 6, 8 and 12 DeBresoles St., MONTREAL

Established in 1842

A GREAT SELLER

A Great Cleanser

ABSOLUTELY ODORLESS

HARMLESS to the HANDS

DIAMOND CLEANSER

This is the best and most efficient cleanser on the market to-day for scouring sinks, baths, tiles, cutlery, kitchen utensils, etc., etc. It is ABSOLUTELY ODORLESS and HARMLESS to the HANDS.

DIAMOND WASHING POWDER

It is especially recommended for washing laces and fine fabrics without in any way injuring them. It is also good to use in the weekly wash and for washing dishes, etc.

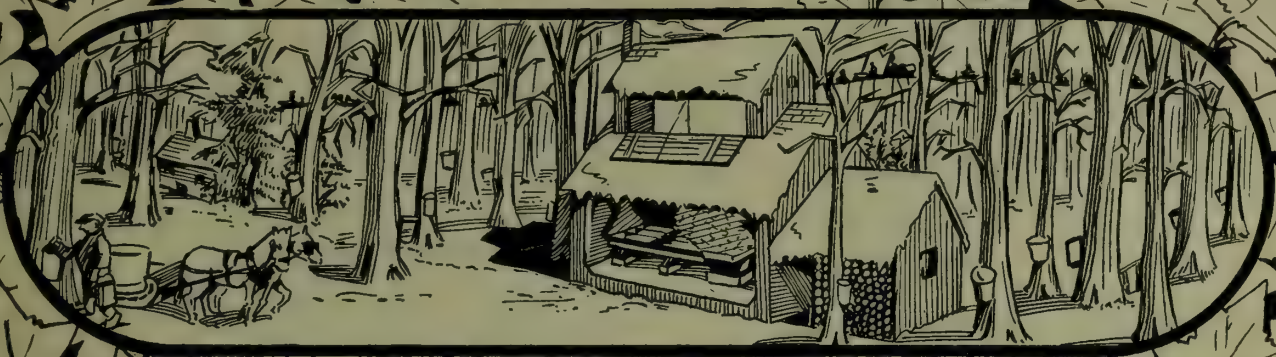
A trial will convince you that these articles will be big sellers and profit makers. Ask your wholesaler for them.

SATISFACTION GUARANTEED.

Diamond Cleanser Mfg. Co.
LIMITED
TORONTO ONTARIO

"PRIDE OF CANADA"

PURE
Maple Syrup AND PURE
Maple Sugar



YOU CAN'T BEAT ABSOLUTE PURITY

That's why you should always choose "PRIDE OF CANADA" when you are putting in supplies of Maple goods.

Its uniformity and reliability make it the only stock on which you can positively stake your reputation.

Carloads Going Out to the Best of Dealers

What portion of these heavy shipments are for you? Don't you want some of the most attractively labeled and purest goods in Canada?

"PRIDE OF CANADA" was up to the pure standard before the Government ever thought of setting down laws governing the manufacture, and the very fact that no sample of ours has ever been found out of line, goes to prove that

"THE PRIDE OF CANADA" Is the Leading Brand Today

The Maple Tree Producers Assoc., Limited, - Montreal

ATTRACTIVE LABELS

BACKED UP BY BIG VALUE GOODS

MAKE A WINNING COMBINATION FOR YOU

With the summer season—the cool-dessert season—the season of baking, knocking at your door, you will no doubt be open to talk about the seasonable requirements, such as Baking Powder, Jelly Powder, Extracts and Spices.

In "RED ROSE" Specialties we offer you the most attractive line on the market to-day—attractively labelled and backed by values that are even more attractive. This combination of features makes a successful season assured.

"RED ROSE" BAKING POWDER gives 100 per cent. satisfaction to both retailer and consumer, and for genuine cooking satisfaction, nothing can equal the "RED ROSE" Spices and Extracts—they are pure and of full strength.

As the warm weather advances people begin using the cooler desserts—jellies. "RED ROSE" has built a reputation for itself that means a sure profit and quick sales to the grocer.

"RED ROSE" GOODS are QUALITY GOODS.

"RED ROSE" SPECIALTIES

Baking Powder,
Jelly Powder,
Extracts Spices, Etc.

A. W. HUGMAN, LIMITED

RED ROSE SPECIALTIES
MONTREAL

SOCLEAN

The Dustless Sweeping Compound

SOCLEAN
A GRANULATED DUST COLLECTING SWEEPING COMPOUND FOR SWEEPING DUSTLESSLY
NON INJURIOUS HYGIENIC & SANITARY
SOCLEAN LIMITED.
CLEANSERS AND POLISHES

Extra large Pail, 25c.

Pays a Good, Clean Profit

Housewives Who Know "Soclean"

Want It Because

It prevents dust from rising, kills moths, disinfects the home and makes rugs or floors bright and clean.

Soclean Sweeping Compound is inexpensive or **very cheap** when the comforts derived from its use are considered.

The Spring House-Cleaning will soon begin —

Now is the time to Boost "Soclean"

While spring is a splendid time to introduce "Soclean" to new users it is a **good year-round seller**. One sale of "**Soclean**" leads to re-orders.

It will pay you to give this Sweeping Compound a trial.

We help you create a demand by supplying window displays, cards and counter booklets.

You cannot afford to loose the excellent profits that come with every sale.

ORDER FROM YOUR JOBBER OR DIRECT FROM US
SOLD IN HALF-BARRELS AND BARRELS FOR STORES AND BUILDINGS

SOCLEAN LIMITED, - Toronto, Ont.

The Originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada : J. J. GILMOR & CO., Winnipeg, Man.

To Our Customers and Friends

Owing to the increasing demand for "PURITY" Salt, we take much pleasure in announcing that we have erected and now have in operation, a new plant for the manufacture of all grades of salt.

This plant is located at Courtright, Ont., on the St. Clair River, Michigan Central and Pere Marquette Railways, and after this date our office will be located at that point, although we will continue to operate our plant at Mooretown.

The plant which we have just completed is the most modern and up-to-date vacuum salt manufacturing plant in Canada, and we will now be in the best possible position to fill all orders promptly with salt that is absolutely right in every particular. We will continue to put out our salt under "PURITY" Brand and it will be our aim to make it all the name implies.

We take this opportunity of thanking you for past favors, and hope that we may continue to have the pleasure of serving you.

Yours very truly,

THE WESTERN SALT CO., LIMITED

COURTRIGHT ∴ ∴ ONTARIO

Purity Table Salt. "The Salt That Satisfies"

40 LINES IN ALL COLORS

PACKARD'S SHOE POLISHES

THE BEST SELLING LINE ON THE MARKET.

NOT A SHELF WARMER IN THE LOT

UN LIQUIDE et PATE COMBINÉS
Packard's
Black "6"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

GIVE YOU A GOOD MARGIN OF PROFIT.

If interested, drop us a postal for our illustrated price list, or ask your jobber.

L. H. PACKARD & CO., Limited, MONTREAL

SELL MORE BOVRIL

Sell more of that body-building beef extract. The change of seasons brings about a change of clothes, and the latter frequently produces colds and chills.

BOVRIL Reduces the Risk

Keeps the system braced up, and fit for its work.

BOVRIL LIMITED

LIMITED

Fair Customer:

"I am expecting company, so please be sure I get everything *exactly* as ordered."

Dealer:

"We never have had complaints, madam, since we started taking our orders on the **Burt Counter Check Books!**"

DO YOU KNOW

that we have the most up-to-date Plant for the manufacture of

SALES CHECK BOOKS

in Canada? We specialize particularly on books for the Grocery trade.

ACCOUNT REGISTER BOOKS IN VARIOUS STYLES

We have an interesting proposition for you. Let us know your requirements.

F. N. BURT COMPANY LIMITED

Head Office and Works
414-420 Wellington St. West
TORONTO **ONTARIO**

A First Class Grocer's Specialty Salesman Wanted

One who knows the grocery business thoroughly and who can produce results. State full particulars of experience. The salary will be made right to the right man.

APPLY

Specialty, Box 475 Canadian Grocer

H.P. SAUCE

England's Most Popular Sauce

is selling faster than ever in Canada.

You try it on your own table and you will see why other wide-awake grocers make H.P. their leading line.
Good Value—Good Advertising—besides the profit is good.
SEND A POST CARD TO OUR AGENTS.

W. G. Patrick & Co., Ltd., Toronto & Montreal
R. P. Seeton & Co., Halifax, N.S.

THE CANADIAN PIONEERS

"COMMERCIAL SERVICE"

IS IMPORTANT

The Brantford Truck is the only answer to the many problems in the above statement.

Buy the Truck that has passed the experimental period, and be assured of service.

INFORMATION ON REQUEST

Brantford Motor Truck Co., Limited, Brantford, Canada

It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED
OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.

BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST Sweeping Powder

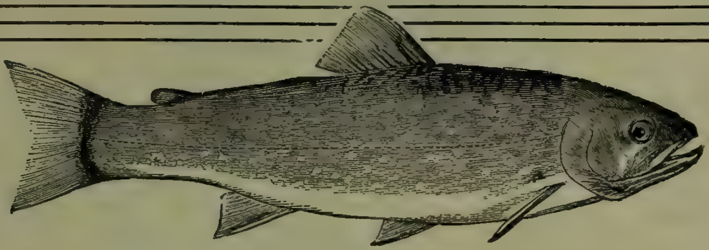
the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

SEA FISH

Brunswick Brand



THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
KIPPERED HERRINGS
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1895
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

CONNOR'S IS THE BIG MONEY-MAKING LINE

It will win for you the trade that demands high quality goods and net you a profit that cannot be overlooked. Connor's Brunswick Brand Sea Foods are the result of years of experience in packing under the most sanitary and perfect conditions possible—packing the best quality fish as they are caught and while they still retain their salt sea flavor.

Our goods have a coast to coast reputation, both with the consuming public and the retail trade—a reputation for honest stock well packed, and at a fair price with a good profit for the retailer.

This is our list:

1-4 OIL SARDINES, 3-4 MUSTARD SARDINES, KIPPERED HERRING, HERRING IN TOMATO SAUCE, FINNAN HADDIES, (both oval and round tins), CLAMS, SCALLOPS.

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
HERRINGS IN TOMATO SAUCE
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1895
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

AGENTS—J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.; Grant, Oxley & Co., Halifax.

CONNOR BROS., LIMITED

BLACK'S HARBOR, N. B.

The Circle of Endless Profit

DIAMOND BRAND CONFECTIONERY

Brings
Sales
To-day
and
Repeats
To-morrow

MAPLE CREAM HEARTS

18-lb. pails, price per pail, $2.40
RETAILER'S PROFIT, 88%.

Gross goods.
8 half gross boxes to case. $1.00 per gross.

CRYSTALLIZED MAPLE GEMS

18-lb. pails, price per pail $2.70.
Sells at 30c. per lb.
RETAILER'S PROFIT, 100%.

Brings
Profits
To-day
and
More
To-morrow

DOMINION MIXED

Price per lb. 11c. 32-lb. pails.
Sell at 20c. per lb.
RETAILER'S PROFIT, OVER 80%

MAPLE BUTTONS

Put up in pails 20-lb. net, per lb. 12c.
Per pail, $2.40.

Price per pail, $2.00. 15 lbs. net

MIKADO MIX

32 lb. pails, 8½c. lb.
Sells at 15c. per lb.

Profit
Over 75%.

ASSORTED CREAM CARAMELS

Price per pail, $3.50. 5-lb. boxes, 15c. per lb.

NUTTY CREAMS

17-lb pails, per pail, $2.40. Sells at 25c. per lb.
5-lb. boxes 15c. per lb.
RETAILER'S PROFIT, 77%

FRUITY CREAMS

17-lb pails, per pail, $2.40. Sells at 25c. per lb.
5-lb. boxes 15c. per lb.
RETAILERS'S PROFIT, 77%

Fresh from Factory

Fresh to You

Goods Speak for Themselves You Speak for Yourselves

The great variety and undeniable quality of Diamond Brand Confectionery make it urgent for you to select five pails from above and let us ship them immediately.

There is an exceptionally large profit for you, more so than with any other goods of whatever quality.

ALL JOBBERS' SALESMEN CARRY OUR LISTS.

Sugars & Canners, Limited

MONTREAL

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATION WANTED.

GLASS AND CHINA SALESMAN, MANAGER, buyer, 17 years' experience, desires position as manager, buyer, retail or traveller wholesale. Good references. Apply A. J. F., care of Canadian Grocer, Toronto.

SITUATION WANTED IN WHOLESALE grocery or importing house in Toronto, Winnipeg or Regina. Have had 5 year's experience (3 years in Germany, and 2 in London, Eng., Colonial Produce Importing and Exporting). German, age 21. First-class references. Apply box 473, Canadian Grocer, Toronto.

WANTED

WANTED—COMPUTING COUNTER SCALES —thirty-pound capacity. Second-hand; good condition. Box 203, Tillsonburg, Ont.

REPRESENTATIVES WANTED

FISH TRADE—A. & M. SMITH, LTD., ABerdeen, Scotland, producers and shippers of fish require representatives for the sale of Scottish smoked fish shipped in steamers' refrigerators. Applicants please state present Agencies, age, three business references and commission required.

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROcery trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

FOR SALE

GROCERY BUSINESS FOR SALE IN VANcouver—stock and fixtures about $2,000. Can be taken at invoice. Sales over $2,100 monthly, and increasing. Apply Box 474. Canadian Grocer, Toronto.

MISCELLANEOUS

A BOOKKEEPING STAFF IN ITSELF, doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

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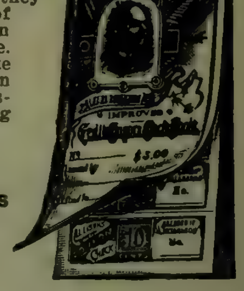

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To the left appears a rough map of the Dominion. You will notice Winnipeg is the point where East meets West. Have you secured the trade that is to be had from this Western field? Are you preparing for the greater trade this vast district will have to offer?

Last year over 1,000 new towns sprang up in Saskatchewan and Alberta. From April 1st, 1912, until the end of December, 334,083 immigrants arrived at ocean ports, and 113,789 came in from the States. This was an increase of 53 per cent.

The majority of these people settled in the West. The majority of them are provident, well-to-do people. They, and many thousands who have been here for years, buy largely. During March of this year over 19,000 new settlers arrived. So the population grows, and the demand for household lines increases.

Western Canada is an expensive territory to cover. The distances are great. Regina is 387 miles from Winnipeg, while Saskatoon, on another line, is 517 miles distant. From Regina to Calgary is 482 miles, and Edmonton is 192 miles north of Calgary.

Yet the expense of these long trips can be offset. Many Commission Merchants and Manufacturers' Agents have systematized this field. They reach the wholesaler and the retailer. They go to the large centre and to the new towns. They realize that even the small towns are worth reaching, for these serve huge territories. The Manufacturers' Agents stock goods so that prompt service may be given retail dealers. They undertake to introduce new lines.

You, Mr. Dealer, might well avail yourself of this service at once. You might well get your product to this fine Western field, which is consuming much now, and will consume more and more each succeeding year.

We can help you.

Eastern Manufacturers, Ltd., Saskatoon.
Escott & Harmer, Winnipeg.
J. J. Gilmor & Co., Winnipeg.
Holloway, Reid & Co., Edmonton.
Leadlay, Limited, Winnipeg.
Mason & Hickey, Winnipeg.
Nicholson & Bain, Winnipeg.
H. P. Pennock & Co., Winnipeg.
Ruttan & Chipman, Winnipeg.
Teese & Persse, Winnipeg.
Frank H. Wiley, Winnipeg.

WE Keep Canada Clean

Are We On Your Selling List? If Not YOU Are Losing Money — and So Are We. Your Jobber Stocks Us.

Pugsley, Dingman & Co., Ltd., Toronto

-:- FOR -:-

Purity Quality Delicacy

and

Nutritive Power

There is nothing to equal

THIS IS THE 1,324th ISSUE OF

CANADIAN GROCER

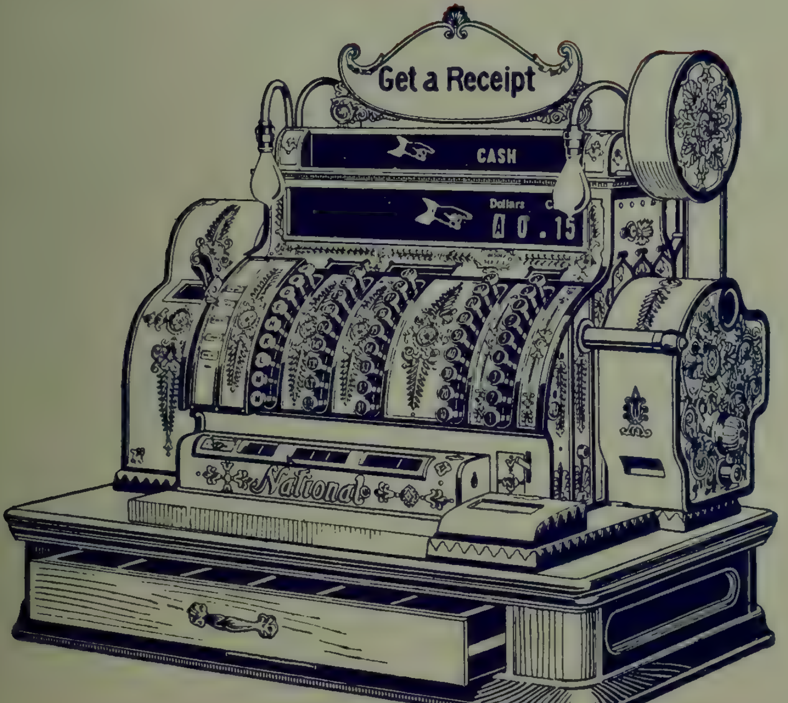
PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, APRIL 25, 1913 No. 17

There is just one best way to do anything

In the handling of money
or the keeping
of records.

This is IT



ITS perfection is acknowledged by every nation on earth——212 different kinds of businesses have granted its superiority over all other systems for

Recording sales

Checking losses

Safeguarding profits

Protecting the integrity of employer and employes

Warranting a square deal to customers.

Made in over 500 styles and sizes—each with a distinct difference, and each difference based on the peculiar conditions of a specific business.

No store is too small—no institution is too large to operate to the best advantages without a National.

No matter who you are, what you do, or where you do it—if you handle money or keep records, write and find just what sort and size of National Cash Register is built to meet your special requirements.

The National Cash Register Company

285 Yonge St. Toronto—Canadian Factory, Toronto

PURE
AND
DELICIOUS

GOOD
PAYING
LINES

MAKE SURE PEOPLE KNOW YOU'RE SELLING

UPTON'S

JAMS, JELLIES AND MARMALADES

Your customers see the advertisements, their friends tell them of the purity and deliciousness of the Upton lines—making them ready to buy.

Show them that YOU handle these quality goods, display them and watch the results.

Only the best selected fruits and pure granulated sugar are used in the making. The name UPTON on the jar is a guarantee of the quality of the contents.

Have you a good stock—it sells the year round.

The T. UPTON COMPANY, Limited
HAMILTON, ONTARIO

PREPARE FOR SUMMER DRINK TRADE.

Order Now.

Lime Juice Cordial

is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

Stower's Lime Juice Cordial

is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. **It will not ferment and is sweetened with the best refined loaf sugar.**

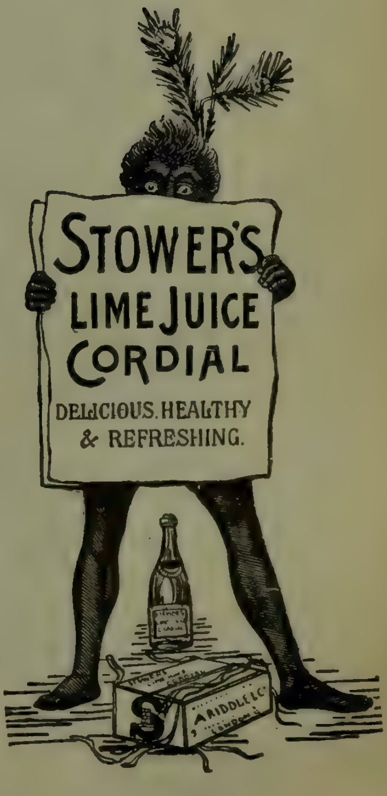
As Supplied
To The British House
of Commons

As Supplied
To His Majesty
The King

Few Persons would Purchase

plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

ARTHUR P. TIPPET & CO.
Agents:
Montreal *Toronto*



Have you ever photographed your Store Interior or Window?

You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays, displays that you or your clerks have constructed.

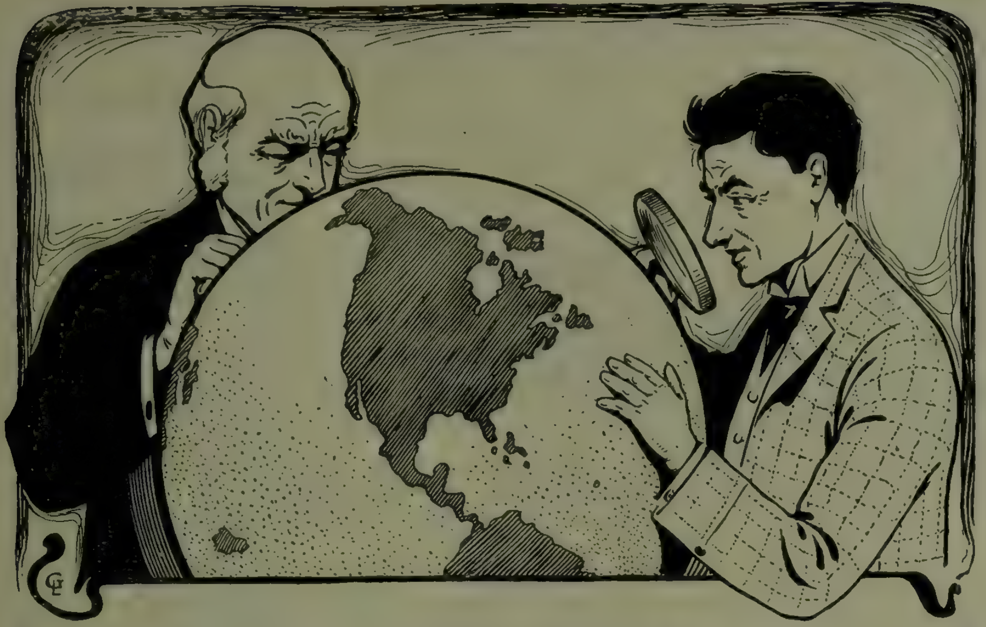
You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

THE EDITOR, The Canadian Grocer

143-149 University Ave. **TORONTO**



If you look the world over

BORDEN'S

will still be found the
"LEADERS of QUALITY"
in milk products.

(SINCE 1857)

BORDEN MILK CO., Ltd.

"Leaders of Quality"
MONTREAL
Branch Office: No. 2 Arcade Bldg., Vancouver.

(UNSWEETENED)

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

(THE ORIGINAL)

(WITH MILK AND SUGAR)

Splendid Silent Salesmen

If a customer entering your store sees in windows, on shelves or on counters, an array of

2 AND 5 LB. SEALED CARTONS
of

Redpath

Extra Granulated SUGAR

she is at once—

Reminded that she needs sugar—

Convinced that you sell the very best—

Assured that she will get this best sugar in a tight and handy package, pure as when it left the refinery.

The natural result—more sales.

Isn't that an improvement on the barrel beneath the counter?

The Canada Sugar Refining Co.
MONTREAL LIMITED

What Do You Earn?

DON'T think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Publishing Company
143-149 UNIVERSITY AVE. TORONTO, CANADA

"SIMCOE" BAKED BEANS—BETTER AND CHEAPER THAN HOME BAKED

Simcoe Baked Beans are selling better than ever before. Grocers find them profitable and push them. Customers find them delicious, economical and convenient to serve.

Best selected white beans and purest ingredients are used throughout.

Order from your wholesaler or direct.

DOMINION CANNERS

LIMITED

Hamilton - Canada

Just a Few Words About

THE UNITED ALKALI WORKS CO.

LIMITED

Liverpool, -:- England

Largest Manufacturers of

GREENBANK FAMOUS SPECIALTIES

REVISED PRICES :

Lye		1 gross	**$7.50**
Solid	1 lb. Cans	6 gross	**$7.00**
Powdered	½ lb. Cans	20 gross	**$6.75**
		50 gross	**$6.50**
Powdered	12 oz. Cans	gross	**$9.00**

Cases 4 dozen tins

Powdered Caustic	barrels	per lb.	**.03½**
Powdered Caustic Soda	10 lbs.	per tin	**.80**
Caustic Potash Pure	20 lbs.	per tin	**$2.35**

CHLORIDE of LIME

			Retail
¼ lb. tins	5 gross, per gross **$4.00**	per doz.	**.40**
½ lb. tins	5 gross, per gross **$5.75**	per doz.	**.60**
1 lb. tins	5 gross, per gross **$9.75**	per doz.	**$.100**

Cases 4 dozen tins

14 lb. drums	2 per case	per lb.	**.04½**
100 lb. drums		per lb.	**.03½**

TERMS: Net 30 days, F.O.B. Montreal

SOLD ALL OVER CANADA

L. CHAPUT, FILS & CIE., LIMITEE

Montreal

Wholesale Distributors

Clark's Pork and Beans

Plain Sauce, Chili Sauce, Tomato Sauce

Where
CLARK'S
EXCEL
IS IN

QUALITY

The essential feature of all foodstuffs and the most powerful selling factor.

High quality, reasonable selling price, fair margin assisted by extensive and judicious advertising, make

Clark's Pork and Beans

the easiest and most profitable line for you to handle.

STOCK THE GOODS THAT SELL.

W. CLARK, - MONTREAL

CANADIAN MACARONI

Success follows the efforts of the grocer who stocks goods that meet the basic requirements of modern merchandising, viz: AN ABSOLUTE, UNVARYING STANDARD OF HIGHEST QUALITY.

Your past experience will tell you that lines possessing that requirement will make successful stores. You cannot buy any better Macaroni or Vermicelli than that packed under

Hirondelle Brand
(SWALLOW BRAND)
Macaroni and Vermicelli

Quality never varies. Your trade always is satisfied. Hirondelle Brand will increase and build you a profitable trade as it has done with other merchants everywhere.

C. H. Catelli Co., Limited
MONTREAL, QUE.

There's a Guarantee of Purity to Pass on to Your Customers

—Ours are brands made in the maple groves, right where the sap runs from the trees—pure, and lots of it. So we use it, *only*. No temptation to adulterate.

We have a reputation to maintain — we will ever keep that fact before us.

You can always freely recommend, for purity, maple syrup and maple sugar branded

"PRIDE OF CANADA"
Maple Sprup
and
Maple Sugar

"PRIDE OF CANADA" was up to the pure standard before the Government ever thought of setting down laws governing the manufacture, and the very fact that no sample of ours has ever been found out of line, goes to prove that.

Maple Tree Producers'
Association, Limited, Montreal

"King" Compound Jams

Bring Repeats

We do not claim that our "King" goods are pure, but we do claim that in many instances they have been proven superior to jams now being sold as pure. Their nutritive value, though, is absolutely beyond dispute.

The great care taken in preparation and the large variety of packages make them valuable stock.

Now Is The Time For Jams

LABRECQUE & PELLERIN, Montreal

AGENTS:
John J. Gilmor & Co. - WINNIPEG
J. Hunter White - ST. JOHN, N.B.

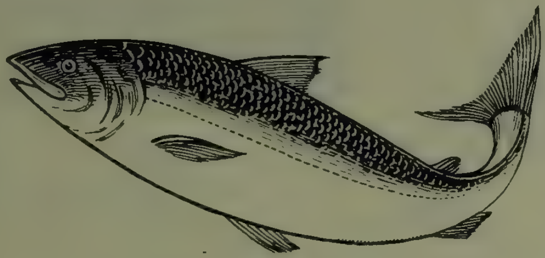
SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN

SOCKEYE

HOLLY LEAF



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Caught in Salt Water and Canned Immediately.

Quality is Our First Consideration.

When one woman tells another the kind of Coffee that she thinks is "simply perfect" it's pretty sure to be

CHASE & SANBORN'S

Ninety-nine times out of a hundred she tells where she bought it.

CHASE & SANBORN
MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and *ATTRACTS TRADE.*

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
WALKER PATENTED BINS Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. H. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -:- Toronto, Ont.

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL, England.
LONDON, England.
MELBOURNE, Australia.

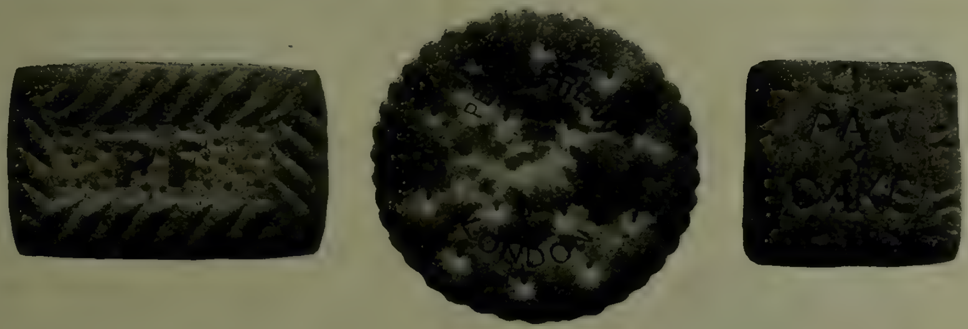
CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW, Scotland.
SHORTWOOD, (Gloucester) England.
LONDON, England.
MELBOURNE, Australia

Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE	**GOLDEN PUFF**	**PAT-A-CAKE (reg'd)**
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

BEANS AND PEAS

White Haricot Beans	Rice
White Pea Beans	Lentils
Rangoon Beans	Pearl Barley
Large White Peas	Pot Barley
Split Peas	Pea Flour
New Zealand Butter	Potato Flour

Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.

23, St. Mary Axe, London, E.C. (England)
Cables: "CHYLE, LONDON."
(A.B.C. Code, 5th Edition used.)

John Gray & Co., Ltd.

Glasgow **Scotland**

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

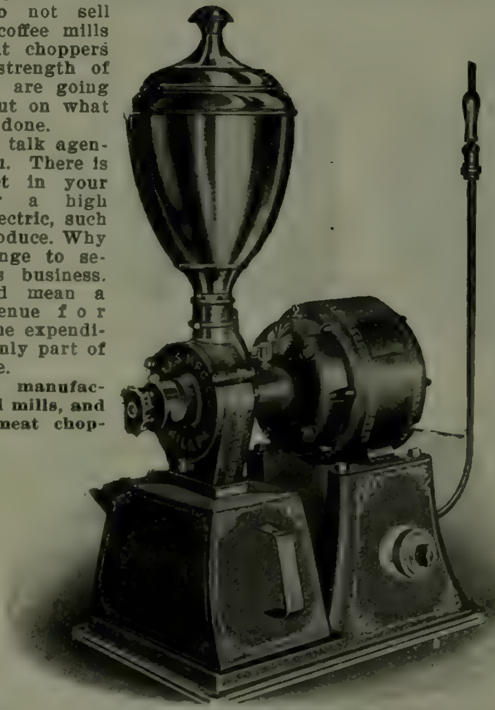
THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

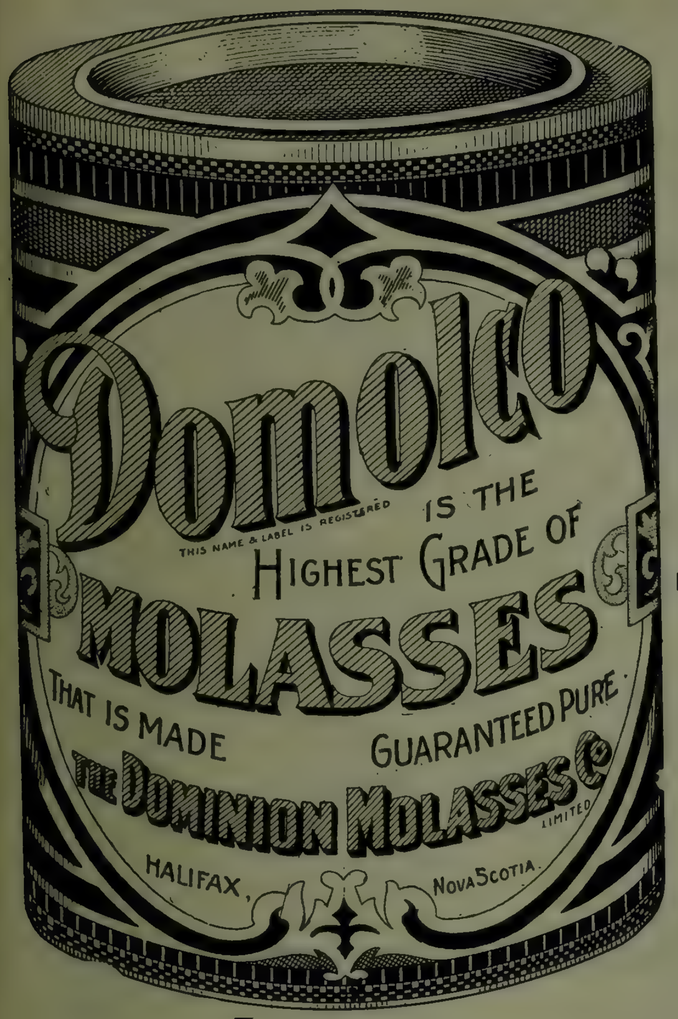
Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG



Note the
registered
label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

We know this to be a strong statement, but the proof will be found in every tin.

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

No. 2's—2 dozen to the case.
No. 3's—2 dozen to the case.
No. 5's—1 dozen to the case.
No. 10's—½ dozen to the case.
No. 20's—¼ dozen to the case.

THE

Dominion Molasses Co., Ltd.
HALIFAX, N.S.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car

Corn, Peas or Evaporated Apples

write us

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write

NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.

Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING

at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.

DOMINION WAREHOUSING CO.,
44-62 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG

We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED

Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicited

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.

Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.

Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.

222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

ESCOTT & HARMER
WHOLESALE GROCERY BROKERS,
COMMISSION MERCHANTS
and WAREHOUSEMEN
Head Office,
181 Bannatyne Ave., - WINNIPEG
Branches:
Regina, Calgary, Edmonton
Western Agents for
FRED MAGEE Ltd.
Jose Gaste, Limited
Baled Havanas and Manipeg Cigars.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.

Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Grocery Brokers and Importers
Facilities for Stocking.
Ready to handle Foreign and Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE.
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

A want ad. in this paper will bring replies from all parts of Canada.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache,
If you are feverish.
If you do not sleep well,
If you are nervous.
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address:—
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

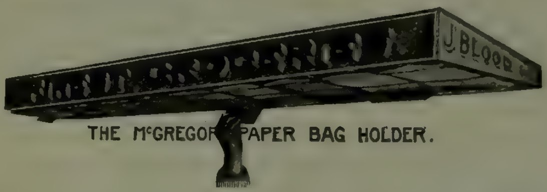
Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**


THE McGREGOR PAPER BAG HOLDER.

NO HOLE PUNCHING

or any extra trouble whatsoever, in putting the bags in the McGREGOR PATENT BAG HOLDER. The bags are simply laid in the top with the various sizes all available for quick service. Prompt service improves the trade.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

For
"Green Mountains" "Delawares"
or other varieties of

POTATOES

FOR SEED OR TABLE USE

Bags or bulk in cars — Write or Wire

CLEMENTS COMPANY, Limited
ST. JOHN - - N. B.

The Yellow Tin
The Ten Cent Tin
The TIN that TREBLES TRADE

Gilmour's Hand Cleaner

We are not looking for huge profits. We put the QUALITY in, and while we get "ours" out of every sale, you get "yours," and mind you, it's a FAIR PROFIT.

Get That Yellow Tin

THE GILMOUR CO.
604 Papineau Avenue, - MONTREAL

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited
General Agent
23 Water Street, St. John, N.B.

We have a limited amount of

No. 3 Tomatoes
Gallon Apples
No. 3 Apples
and Evaporated Apples

All packed in Sanitary Cans.

CHURCH BROS. HUBBS CO.
PICTON, ONTARIO

St. Lawrence Sugars

GRANULATED LUMP SUGAR and YELLOWS

PURE CANE SUGARS

If it's PROFITS you want, Sir,—Don't overlook the claims of H.P. Sauce.

A reliable article, an ever widening demand, and most generous margin for YOU.

Get H.P. in stock—quick!

W. G. Patrick & Co., Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd.,
Birmingham Eng.

H.P. SAUCE

WHILE SPRING IS A SPLENDID TIME TO INTRODUCE

"SOCLEAN" SWEEPING COMPOUND

IT IS A GOOD YEAR-ROUND SELLER

It is quick at making friends with the housewives because it prevents dust from rising, kills moths, disinfects the home, and makes rugs bright and clean.

"Soclean" was formerly sold in a PAIL with a 3½-lb. capacity. PAIL now contains 4½ lbs., and sells at the same price (25c).

Dealers in "Soclean" are supplied with window displays, cards and counter booklets.

Sold in Barrels for Merchant's own use.

Order from your wholesaler or direct from us.

SOCLEAN LIMITED, - - - - Toronto, Ontario

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal—HEDLEY M. SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

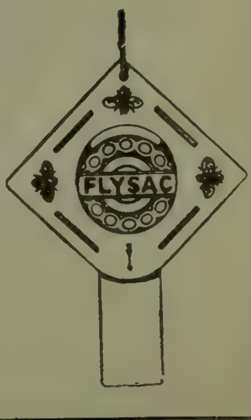
Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

Flysac Flycatcher



More profit—more sales than with any other.

70 Cents per Box of 50 Pieces
$12.75 per 1000 Pieces

Hermetically sealed. No leakage.
Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

JAPAN TEAS

FURUYA & NISHIMURA

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years
TO HER LATE MAJESTY QUEEN VICTORIA.

Your Customers Want

pure foodstuffs. They are especially particular in this respect in fruit products, and for this reason you can not better satisfy them than by selling

CAIRNS' MARMALADES, JAMS and JELLIES

We want you to be thoroughly acquainted with every one of our many lines, and would therefore have you write us for full particulars.

Do it to-day.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

CANNED SALMON

"Argo" Brand

A Good Red Flaky Fish

$2.10 per doz.

Rebuilding Sale

As we will be moving into our new warehouse, which is now being constructed, we have decided to give our friends the benefit in price which we would have to pay for removal of stock. Many of our friends, as well as those with whom we have not had the pleasure of doing business with before, are availing themselves of this opportunity to get their present as well as their early summer supplies NOW AT THESE REDUCED PRICES. Get in touch with our travellers or write us direct what line you are interested in specially at present. We are sure to have something for you. We have a good assortment of Sockeye, Cohoe and Pink Salmons, both in ½s. and 1s. Get our prices. We can recommend "ARGO" Brand. It is a seller. Try a 5 case lot to-day.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON - - ONTARIO

We are prompt shippers. All orders shipped same day as received.

PACKARD'S
SHOE
POLISHES

IN ALL COLORS. 10c, 15c & 25c sizes.

The most popular 10c. lines are

FRENCH GLYCERINE a self-polishing liquid.
BLACK "O" a combination of the liquid and paste.
50 OTHER LINES

Packard's
Black "O"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

Write your dealer for illustrated price list.

L. H. PACKARD & CO., Limited, MONTREAL
JOHN J. GILMOUR & CO., Winnipeg, Western Agents for the Grocery Trade.

Do Your Customers Abuse Their Credit?

IT is pretty safe to say that some of them do, anyway. It is pretty safe to say that you have trouble with people running up accounts beyond their financial ability to pay, and that it has been a bothersome problem to you to know just when these customers have reached the limit of credit that should be allowed them.

All these problems are solved simply, quickly and automatically by

THE BARR REGISTER

Not only are these problems worked out, but the Barr Register system of handling credit accounts does away entirely with the clumsy, out-of-date nuisance of sending out monthly statements. This monthly statement business is a ridiculous system at the best, which asks your customers to wait thirty days before paying their bills.

With the Barr Register system in your store your customers can pay their bills any time they want to. None of them could unknowingly run up bills larger than they can afford, because they know every time they make a purchase just how much they owe you.

The Barr Register has proved, far beyond our say-so, to be a wonderful collector of accounts. It will reduce your outstanding accounts to a minimum. It will save money in your bookkeeping. It will keep your accounts posted up to the minute. It will do all your bookkeeping at one writing. It will save money, save money and save more money for your store. Do you want to know how?

If you are the money-saving kind, you should use the coupon now. Not later on, nor to-morrow. This is something that is worth acting on NOW. So take out your pencil, and use the coupon.

Barr Registers, Limited

TRENTON **ONTARIO**

Or prove it at our exhibit at our Business Show, Massey Hall, Toronto, April 24 to 30.

BARR REGISTERS, LIMITED,
Trenton, Ont. (Groc.)

We would be very glad to have you prove to us that the Barr Register can save money in our store.

Name ....

Street and Number ....

City.................. Province...............

EPPSS PREPARED COCOA (SPECIAL COLONIAL BRAND)
Estd 1839
Sold in ¼ lb. ½ lb. and 1 lb. Tins
JAMES EPPS & Co Ltd
48 THREADNEEDLE ST.
HOLLAND ST. BLACKFRIARS LONDON ENG
EPPS
SINCE 1839
COCOA & CHOCOLATES
EPPSS PREPARED COCOA (SPECIAL COLONIAL BRAND)

EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

A Friend of the Grocer

because it sells without much pushing—quality and advertising make it popular. Sales are numerous and continual.

A Friend of the Cook

because **Cook's Friend Baking Powder** always puts the the baking at its best. Made from pure grape cream of tartar and contains no alum or other deleterious ingredients.

Purer than the Law Demands. Contains No Alum.

W. D. McLAREN, Limited **MONTREAL**
Agents
JOHN J. GILMOR **WINNIPEG, MAN.**

COOKS' FRIEND
THE COOK'S FRIEND
BAKING POWDER
TRADE MARK
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

E
D S

The E.D.S. Trade Mark

The E. D. S. trade mark on all labelled Fruit products means a guarantee of quality and purity, whether in jar, pail or bottle.

A line-up display on your shalves, counter or window of E. D. S. Pure Fruit delicacies with this purity-famed label will at once create a favorable impression with people visiting your store. E. D. S. Jams and Jellies are stamped "Genuine" by the Government analyst.

Made only by

E. D. SMITH & SON

LIMITED

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

TRADE MARK STANDS FOR QUALITY IN FOOD PRODUCTS
PURE
E. D. SMITH'S FRUIT FARMS
WINONA, ONTARIO
STRAWBERRY JAM

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY

To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia.

ROYAL
SALAD DRESSING

belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

BANNER L&B BRAND MAPLE SYRUP BANNER L&B BRAND

Best quality, neatly put up to meet all requirements, in pint tins, quarts, ½ gal., 1 gal., 2½ gal., and 5 gal. quantities. See your jobber or write at once.

JAMS, JELLIES, MARMALADES

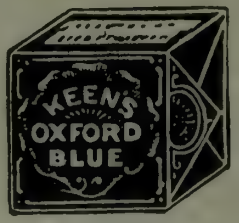
are made of best fruits and are absolutely pure. They are regular sellers and steady profit bringers. See to your stock of Jams today.

Lindners Limited
340 Dufferin St., TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto

WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

KEEN'S OXFORD BLUE



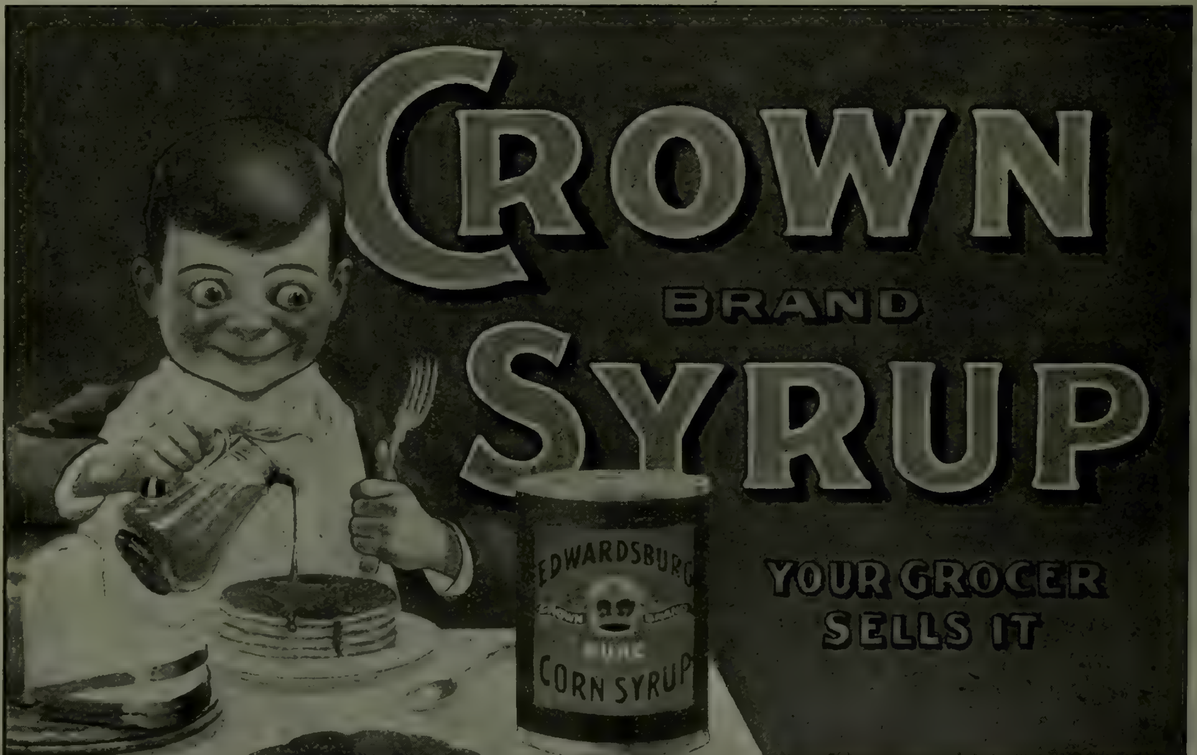
KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada



ARTISTIC COLOR POSTER
Creating Consumer Demand

The Canada Starch Co., LIMITED
Manufacturers of Edwardsburg Brands
CARDINAL, - BRANTFORD

FIRST ANNUAL CONVENTION
ONTARIO R. G. A

Many Live Problems Up for Discussion

First Convention of The O.R.G.A. Proves to be Splendid Success—More Than a Hundred Delegates From Out of Town—Province Well Represented—Convention Waits on Attorney-General re Garnishee Act Amendment—Question Box a Winner—Conference With Wholesalers Conducive to Much Good—Many Officers Re-elected Showing Apperciation of Their Work.

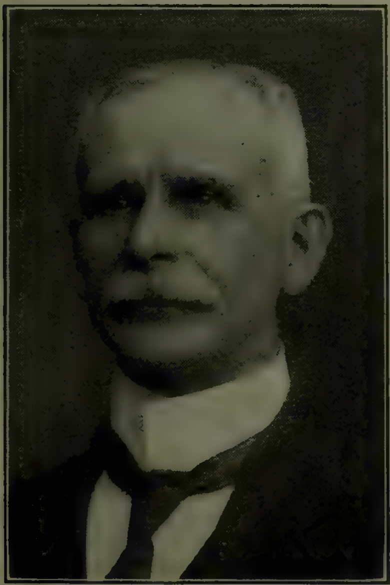
Special Staff Correspondence.

Toronto, April 24.—In last week's issue of The Grocer the first annual Convention of the O. R. G. A. was dealt with to the extent of presenting the reports of President Clark and Secretary Miller. Both reports showed very marked progress made by the association during its first year, and gave definite indication of the foundation for a large and thoroughly successful organization having been laid.

Following these reports, Thos. Shaw, of London, read the treasurer's report, which showed a balance of $114.10 after the year's business had been put through.

THE QUESTION BOX.

Perhaps the most important feature of the convention was the Question Box, opened and discussed on Thursday afternoon. Very general use was made of the box, and through it questions were introduced, which otherwise would scarcely have been brought up. Several of the more important questions, with the discussion which followed, are presented below:—



J. A. McINTOSH, Hamilton,
Who is the second vice-president for the year 1913-14.

Would it be advisable to take up the matter of having parliament pass a law that all payment of wages should be made at least monthyl.

On the question, Jas. Burns, of Brantford, was of the opinion that all wages should be paid every two weeks.

E. H. Barnesdale, of Stratford, cited conditions in the city from which he came, stating that any such legislation would be right in line and very helpful, not only to growers, but to all merchants.

Upon the motion of Neil Carmichael, Toronto, and G. M. Henry, Hespeler, it was decided that the association should get into communication with the Manufacturers' Association, endeavoring to bring about the adoption of a measure whereby all employees should be paid semi-monthly.

Buying Canned Goods Ahead.

Retail grocers every fall are requested to buy canned goods in large lots. Every hole and corner, and practically their stores and storehouses are filled up. Would it not be wiser and save a lot of financing, to reverse the order of things and buy as we require? I can buy at same and less to-day than I did last fall.

Jno. Kew, of Brantford, stated that grocers were now held up by the threat that if they did not buy before May 1 they would have to pay 2½ cents more than at present.

Neil Carmichael—"Wholesalers have a speculative interest as well as retailers. This is not a matter to be ruled upon by the association. Every individual should act as he deefs best, and I believe that much can be done through individuals following their own judgment."

"Canners use the orders booked ahead in order to judge the size of their pack, and thus make sure that they will not be left in the lurch," was the statement of E. C. Jamieson, of Hamilton.

"Speculative interest of the retailer doesn't count for much when storage and everything else is taken into account. Retailers will really be farther ahead by buying light." This was the way in which A. Palmer, of London, regarded the matter.

THOS. SHAW, London,
Re-elected as "Minister of Finance" of the O.R.G.A.

When the delegates were on their visit to the Christie Brown factory the above photograph was taken. Among the faces in the first two rows from the front may be seen President Clark, Secretary Miller, Jno. Diprose, W. J. Mellen, Donald McLean, J. A. McIntosh, Thos. Shaw, Jas. Burns, Jno. Scott, and "Bay" Hill. The two lady delegates are also in the front row. This does not represent all those in attendance, as many had not arrived when the trip was taken, and others could not go.

Finally on motion of A. W. Palmer and E. C. Jamieson, it was decided: "That this association recommend to its members that they do not place orders for canned goods for this season."

One Line to a Display.

With regard to window dressing, is it wise to display only one line of goods, or to place several lines on display in one window at once?

On this point E. H. Barnesdale, of Stratford, stated that he was most emphatically in favor of confining displays to one line, or perhaps two, but never more; that he himself had three large windows and two small ones, and in all he followed out the system of specializing on one or two lines.

The same was concurred in by several others present and met with no difference of opinion.

Grocers in Hamilton are being charged freight for goods manufactured in their own town. Why is this the case?

After much discussion and explanation, on the motion of J. W. McCully, it was decided to leave this question to the Toronto and Hamilton local committees to act upon as they might see fit.

Sales clerks also made use of the box as a medium to introduce discussions.

Should my employer inform me as to the cost of his goods?

This question, according to E. H. Barnesdale, depended entirely on whether the clerk was really a salesman or

O. R. G. A. OFFICERS FOR 1913.

President—D. W. Clark, Toronto, (re-elected.)

1st Vice-President—Jno. Diprose, London, (re-elected.)

2nd. Vice-President — J. A. McIntosh, Hamilton.

3rd. Vice- President — F. W. Ford, Ottawa.

Treasurer—Thos. Shaw, London, (re-elected.)

Secretary—W. C. Miller, Toronto, (re-elected.)

Executive—J. D. Wilson, Barrie; Chas. McCausland, Paris; W. J. McCully, Stratford; A. W. Palmer, London; John Scott; Woodstock; Ed. Hazell, Hamilton; E. F. Mason, Peterboro'; G. M. Henry, Hespeler; John Kew, Brantford.

simply an order taker. If a salesman, then he should know the cost in order to be able to push lines in which there was most profit.

W. A. Cockburn, of Sturgeon Falls, stated that from an educational standpoint the clerk should know the cost in order to put from his head the idea that grocers made enormous profits on their sales.

Should Show Fair Margin.

Should grocers give up valuable space in their windows to advertising goods upon which there is only a slight margin of profit?

Answer to this question was unanimously "No," without any discussion.

Why are wholesale grocers not satisfied with retail grocers' trade without fishing after hotels and institutions? They gain pennies and lose pounds. Some actually run after consumers. Why not put them in the limelight, avoid them and patronize wholesalers who scorn to sell to such?

On the motion of A. Palmer, this question was deferred until the open meeting with wholesalers.

Is it advisable for the merchants to speak to the members of their constituency concerning the petitions regarding the garnishee act and weights and measures act which are now being signed?

Answer, emphatically "Yes." With regard to Weights and Measures Act, however, F. W. Ford moved that the matter be left in the hands of the executive, who should send a deputation to Ottawa and deal with the matter at once.

An amendment to this, that the matter be left in the hands of the executive to act upon as they deemed fit, was moved by Jno. Diprose and carried.

NEXT YEAR'S CONVENTION.

The convention of the O. R. G. A. of 1914 will again be held in Toronto.

It is quite probable that it will extend over three days, two of which will be devoted to general business and discussions and one to visiting factories, and general entertainment.

It has also been suggested that in connection with next year's convention, there be opened a manufacturer's exhibit on a larger scale.

The officers are already planning for a bigger and a better convention in 1914, having been enthused by the success of the first annual. With the co-operation of every member and of the entire trade, their efforts will undoubtedly meet with good response.

F. W. FORD, Ottawa,
Eastern Ontario Association worker, elected third vice-president.

Employment Bureau Suggested.

Can we form an employment bureau in connection with the association?

This suggestion was thought quite in line, and the matter was left in the hands of the executive, on motion of E. H. Barnesdale.

Should my employer inform me of any goods he desires me to push?

For answer there was an emphatic "Yes" from all sides.

Why should cities and towns build public markets, rent stalls, etc., to be used in direct opposition to the retail grocers of those places?

General opinion put this down as an entirely local matter to be taken up with the different City Councils.

Attitude Towards Co-operatives.

The general attitude of the convention towards farmer's clubs and co-operative societies which endeavored to buy direct and distribute their goods avoiding the medium of the retailer was severe. A definite instance was cited where a car of fine granulated sugar had been shipped into Campbellford, Ont., to one R. Dundas. Members from Campbellford present, stated that there was no such man in the vicinity, and that the car was unloaded by a farmer's club. Everything, they said, was kept very quiet as to where the sugar came from or to whom it was to go, and that flour and feed, and salt were all being brought in in the same way.

The general attitude of the convention was that the matter be left to the executive who should leave no stone unturned, but should sift the matter out and bring it to an issue. In this connection the charter of the association was read, and action taken found to be quite in line. It was thought best to deal with the whole question from the standpoint of the wholesaler selling to the consumer, and and definite information which could be supplied from any member was to be handed over immediately to the executive.

Conference With Wholesalers.

The conference with the wholesalers and manufacturers held on Thursday afternoon proved of value in endeavoring to settle grievances existing between these bodies and the retailers. Hugh Blain, Eby, Blain, Limited, was the chief speaker for the wholesalers and brought to the attention of this convention the views and opinions on certain subjects from the standpoint of his section of the trade.

To begin with Mr. Blain spoke of the benefits to be derived from friendly communications between the wholesalers and retailers. He would like to know that each had the perfect confidence of the other and thought that meetings of this kind tended to bring each other closer together. The wholesaler was wholly dependent on the retailer and therefore was anxious to do away with all grievances.

"Efforts," said Mr. Blain, "were being put forth to benefit both wholesalers' and retailers' profits on proprietary articles. On these the manufacturer set the price and the wholesaler stepped in demanding a fair margin of

(Continued on page 28.)

J. D. WISDOM, Allandale,
Re-elected to the executive of the O.R.G.A.

The CANADIAN GROCER

Established - - 1886

THE MACLEAN PUBLISHING CO., LIMITED

John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

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Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

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Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, APRIL 25, 1913

THE O.R.G.A. CONVENTION.

It undoubtedly speaks well for the work of the officers of the Ontario Retail Grocers' Association, that there should have been such a large attendance at the first annual convention. From outside points there were more than a hundred present, while from Toronto there was a large number who did not make their presence known by signing the register.

Two days were given over to business proceedings and they were full of profitable and informative discussions. Every person who attended went home with a greater knowledge and a better understanding of his life's work.

Among the features of the convention were the trip to the Parliament Buildings to interview Hon. J. J. Foy in reference to the Garnishee Law; the discussions over the Question Box inquiries; and the conference with the wholesale trade. Hon. Mr. Foy gave the deputation to understand that he would take their request for an amendment to the Garnishee Act into careful consideration and the officers have every reason to hope that action will be taken. They feel that if this law can be changed so that the garnishee limit will be reduced from $25 to $10, the association will have accomplished much in its first year.

The conference with representatives of the wholesale trade demonstrated that this was the best method of eliminating grievances. It has paved the way for further discussions which must prove invaluable to every section of the trade. These will be held during the year as occasion requires.

Since the convention was attended with so much success the first year, there is every reason for the officials to look forward with hope to an even greater success in 1914. With live men at the head and willing workers in the ranks, the association is bound to grow and it is to be hoped that as many of the trade as possible will identify themselves with it at the earliest opportunity.

◆

THE BAD EGG PROBLEM.

If the seventeen per cent. loss in eggs could only be eliminated, the revenue from the Canadian hen would be much greater annually. This is the purpose of a new organization formed this week by wholesale dealers in eggs in Canada. It is known as the Farm Produce Association.

As reported in the provision department of this issue, the members of the new association have decided that after June 1, eggs will be bought and sold on a strictly quality basis. The old case-count system will be relegated to the past.

This appears to be the only fair way of doing business. It will, however, mean that merchants who buy eggs from farmers to ship on to commission and wholesale houses will have to be careful to see that they buy according to quality. Otherwise it will mean considerable loss.

This change in policy ought to be widely published all over the country, so that producers will make sure of getting their eggs to market while they are still fresh and worth most. If the bad-egg trade could only be entirely eliminated, the business would be much more satisfactory for all concerned.

◆

ADULTERATION OF BLACK PEPPER.

A bulletin has recently been issued from the Inland Revenue Department at Ottawa on ground black pepper. Chief Analyst A. McGill in sending in his report, states that 280 samples purchased by inspectors in all parts of Canada were analyzed and out of this number 223 were found to be genuine, 45 adulterated and 11 doubtful, one having been sold as compound. In percentages, this shows 80 per cent. genuine, 16 adulterated, and 4 doubtful.

In cases where adulteration was found, manufacturers had used maize and wheat starch, foreign stone cells in excess and dirt.

Mr. McGill states that it is generally accepted that mineral matter (ash) should not exceed 7 per cent. in black pepper. Those samples analyzed containing but slight excess of ash, and not otherwise fraudulent, have been judged "doubtful."

Of black peppers examined in 1910, 18 per cent. were found to be adulterated, so that little improvement has been shown since that time.

Retailers should remember that they are liable to be fined under the Adulteration Act for selling such an article as adulterated pepper as genuine. They have, however, protection from the government warranty. If when buying pepper they demand from the seller a warranty that the goods are pure they do not become liable under the act.

◆

THE FINANCIAL OUTLOOK.

Although money is much easier in the world's centres, states The Financial Post, it may be some time before the effects are felt in Canada. Bankers are not disposed to increase credits. Most of them have adopted the policy of taking care of customers on the same terms as they were given last year. There will be very few loans made by Canadian banks for the purpose of increasing plant, for strictly commercial purposes, all classes will be in a position to get lines of credit on the same basis as last year. All the financial machinery therefore is available for Canadian commerce to handle the same volume of business as it had last year. If collections remain indifferent it may be awkward for those who have been giving extended terms. Pressure, generally is being brought upon traders to keep within limits agreed upon and this will necessitate them pressing laggards in respect of payments.

Although winter projected itself well into April it was succeeded by extremely open and favorable weather for seeding. It can be said that the seeding operations are proceeding satisfactorily and in their normal season. In Ontario the crop outlook is steadily improving. At the same time the farmers are finding a better market for their stock and there is a keen demand for breeding stock. This latter is a healthy indication from a business standpoint.

* * *

HIGHER RENTS—BETTER STORES.

It is likely, nay quite positive, that no merchant would regard high rents as in the nature of a blessing in disguise. And yet, viewed from one standpoint, this can actually be said to be the case.

One who has been closely associated with the grocery trade in a capacity which has given him an insight into such matters, states that in practically every case which has come to his notice, merchants have accepted the necessity for paying a high rent as an impetus to improvement in methods. They feel that as they are paying for an expensive stand, it is incumbent on them to make their store to look high class. They consider that the store and stock must be kept up to the standard of the rent paid. The result is that they install better fixtures, keep their stock more attractive and improve their standing all around. It follows that they reap the benefit in enlarged and improved trade, with the natural concomitant of increased profits.

On the other hand, the dealer who occupies a cheap stand, is prone to feel that he should not spend money on improved fixtures or in bettering the appearance of his store and stock. At any rate, he is very prone to delay and to let things run along, with the result that he loses the benefit which inevitably accrues when needed improvements in stock, fixtures and methods are inaugurated. If he were occupying a more expensive stand, his sense of responsibility would be keener. Acting on the same impulse, the man who rents an expensive house feels compelled to buy new furniture and to install suitable lighting fixtures.

This view has much sound common sense behind it. At the same time, The Canadian Grocer desires to point out that the dealer should not wait for his real estate valuation to go up or for his landlord to boost the rent before proceeding to install modern fixtures and to improve the appearance of his store. Business conditions today are such that the retail merchant must keep his establishment up to the mark. Otherwise, he will fall behind. His stand may not seem pretentious, but that is no reason why it should not be made modern and attractive.

* * *

COURTESY AS AN ASSET.

Courteous service is an element of merchandising that has accounted in large measure for the success of many a business, while the failure of many more has been due to the lack of it. It is as important that the demeanor of the merchant and his assistants should be cheerful and obliging as that the stock should ever present an attractive appearance. In fact a sour cranky man in an attractive well kept store, if the combination were possible, would find it hard to compete successfully with a merchant of pleasing personality, even if the establishment of the latter were lacking in order and efficiency. The ideal retail establishment has the element of brightness running through store, stock and staff. A combination that cannot fail is the store presenting a cheerful front by reason of interesting well trimmed windows; attractively arranged stock and interior displays of goods and affable salespeople who make it a study to please their customers. It is assumed, of course, that a store with those good points will naturally have that other necessary qualification, a reputation for giving good value.

* * *

WHERE THE GROCER SUFFERS.

Some time ago in Buffalo, N. Y., a magistrate gave an unusual decision in connection with a failure on the part of a furniture dealer's customer to make all his payments. The man had bought the furniture, valued at $185, on the instalment plan, and had paid $99.75 on it. He defaulted in his payments and the furniture dealer seized the furniture. The man then sued for the $99.75 he had paid and the judge decided that it must all be refunded.

This certainly appears to be fair play. After deducting something for the depreciation of the furniture, an honest layman in this country would undoubtedly follow a similar course.

But this decision brings to mind another problem, and one which has a direct bearing on the retail grocer. Many a grocer has customers buying furniture on the instalment plan and by allowing the grocer to wait, they actually use his money to pay the furniture dealer. Now supposing one of these customers gets behind in his furniture payments, and the furniture dealer seizes on the goods, should not the retail grocer who has paid, indirectly, considerable on them, get his share of the money paid in? Why should the furniture man get everything? Shouldn't the furniture be considered as bankrupt stock and every creditor share alike?

The retail grocer keeps the people alive. But for his generosity, furniture dealers would have to lose many a sale and take back many articles sold. Then why should he not be considered when a customer who has bought furniture becomes bankrupt?

No doubt, the law in this country will continue to drift as it is, unless the retailers get together and insist on their rights. Here is a question for the associations to discuss.

* * *

EDITORIAL NOTES.

It is a long time since sugar made a change. Can it hold out much longer?

* * *

Cut out the bad egg and save 17 per cent. of the production from the dump heap.

* * *

A coat of paint doesn't cost very much, but it sometimes makes the store front look most inviting.

* * *

With May with us again, a bright business month is ahead. Are the plans laid to make the most of it?

* * *

The house fly is once again making its appearance. Display fly destroyers while it can yet be cornered.

* * *

Now that the O.R.G.A. convention is over, it should not be taken for granted that there is no more to do. It is persistent effort that counts.

* * *

Sixty freighters containing some 12,000,000 bushels of grain left Port Arthur the other day. When this is realized on, money should loosen up a bit.

FIRST ANNUAL CONVENTION OF ONTARIO R. G. A.

(Continued from page 25.)

profit for the retailer as well as for himself.''

With regard to selling outside the trade, Mr. Blain stated that personally he was strongly opposed to the practice. The proper channels for the trade to pass through were manufacturer to wholesaler, wholesaler to retailer, and retailer to consumer, and the better these channels were kept, the better for all parties. The trouble, he claimed, came in determining who are the wholesalers and who the retailers. Hotels, boarding houses, and contractors claimed to be retailers in that they bought to sell again. Personally he would draw the line at the regularly appointed and recognized retail store, but in many cases the big consumer did more business than many established retailers and so the wholesalers were compelled to sell to these men.

Misunderstand Business Ethics.

Speaking of co-operative associations, he continued: ''People are tending to bring the producer and consumer together. Such people have made a study neither of business ethics nor business practices. Many such societies have written our firm asking to be sold goods at wholesale prices, and in every case our reply showed strong opposition to the practice and was couched in language which was at once severe and decisive.'' Co-operative societies, he considered as set up directly against the retail trade who were the legitimate customers of the wholesaler, and for that reason should be strongly opposed by every wholesaler, manufacturer, and retailer. Mr. Blain also pointed out that injuring the business of the retailer was a direct step towards bringing down the value of town property. The retail store was the one index of the progress and life of a town and if this were cut down, the whole town would of necessity suffer.

The question of price-cutting was also dealt with as a practice to be shunned. ''The man who is a cutter,'' stated Mr. Blain is almost invariably found to be a trimmer as well. The value of his goods suffers. In order to build up a business, legitimate means must be used.'' Cutting and slashing, he considered altogether illegitimate in business.

Thos. Kinnear, of T. Kinnear & Co., bore Mr. Blain out in the statements he had made and spoke praisingly of the growth and success of the association.

Many questions were put to the wholesalers by members present, and were answered in a manner considered quite satisfactory to both parties.

On the motion of J. A. McIntosh, Hamilton, and S. Bone, Toronto, a vote of thanks to the manufacturers and wholesalers for having come to the convention and answered all questions in a straightforward way, was heartily endorsed by all the members present.

Convention Opposes Parcels Post.

On the motion of W. C. Miller, Toronto, and J. D. Wisdom, Allandale, the following resolution showing the attitude of the society towards the proposed parcels post measure was carried unanimously.

"We, the Ontario Retail Grocers' Association, assembled in convention, desire to go on record as strongly opposed to the proposed parcels post system, which we deem will be wholly injurious to the retail grocery trade, and that a copy of this resolution be sent to the Postmaster General."

EYEGLASSES FOUND.

Secretary Miller announces that two pair of eyeglasses were left, the one pair at the convention hall in the King Edward Hotel, and the other on the banquet table at McConkey's. These may be obtained by application of the owner accompanied by description of same, to W. C. Miller, 632 *Yonge St., Toronto.*

Bulk Sales Act.

The Bulk Sales Act was another question upon which discussion took place. W. A. Cockburn, of Sturgeon Falls, considered the bill a detriment to the man who wished to carry on his business honestly and endeavored to explain the way in which the bill worked. Finally Mr. Cockburn recommended that the trade papers be asked to throw open their columns for a full discussion of this act so that the trade might be given a full understanding of its every phase. D. W. Clark explained that the trade papers were taking it up and that a promise had also been received from the Credit Men's Association to the effect that they would go into the matter and take what action they should see fit.

The Fee Question.

At various times during the convention the question of the amount of the annual fee came up. Upon this, much depended and the question finally settled down to ''Are we going to vote a fee sufficient to support a permanent paid organizer or simply to run the association satisfactorily without such an official?'' Discussion waxed quite hot at times and many and various were the opinions expressed.

B. L. Cope, who had placed before the association a proposition whereby he should be made organizer, strongly advocated a large fee and cited the cases of a number of associations throughout the West to show the necessity if success were desired, of paying a substantial fee, and putting on an organizer at once.

Finally it was decided that the annual fee per member be everywhere two dollars, which should be entirely separate from membership fees to local associations.

Fixing up the Constitution.

The report of the committee on Constitutions, of which J. A. McIntosh, of Hamilton, was the chairman, presented its report on Wednesday morning. On the motion of Jno. Diprose and E. C. Jamieson, the thanks of the association were tendered to Mr. McIntosh for the able manner in which he had drawn up the constitution.

Dealing with the constitution, clause by clause, it was decided, first, that as Friday was the second busiest day in the week the annual convention be set for earlier in the week and that the date should be the second Tuesday of April of every year; second that all checks paid out by the association be signed by the treasurer alone and that he be bonded; and third, that the fiscal year of the association should end on March 31, and that the closing of the books be left as stated in the constitution.

Letters of regret at not being able to be present at the convention were read by the secretary from H. G. Martin, Shanty Bay; Jno. W. Mayhew, Renfrew; and Jas. Main, of Hamilton, who was kept at home through illness. Hugh Blain, of Eby-Blain, also sent his regrets that he would not be able to attend the banquet, but stated that he would be present at the conference of manufacturers and wholesalers with the convention on Thursday. Dominion Canners, of Hamilton, also sent regrets that they would not be able to send a representative to the convention.

Two Presentations Made.

In consideration of the valuable services which secretary W. C. Miller had rendered the association during the past year the sum of fifty dollars was voted him as a token of appreciation.

At the close of the convention, Jno. Diprose, London, on behalf of the members present, addressed D. W. Clark, speaking of the unselfish way in which he had acted for the best interests of the association ever since an Ontario Association was first proposed and expressed the very hearty appreciation of all the members for his services. Neil Carmichael, acting for the association, then presented Mr. Clark with a gold-headed umbrella, bearing his name coupled with the "O.R.G.A."

For next year's convention the following cities were proposed: London, Hamilton, Brantford, Ottawa and Toronto. After the welcome extended by the Toronto members and the city, the association again voted Toronto as the most central and best meeting place for next year.

On Wednesday afternoon the delegates assembled at the King Edward Hotel, and went in a body to visit the factories of Christie Brown & Co., Lever Bros., Ltd., and Pugsley Dingman & Co., all of which visits proved highly instructive and beneficial to those who took advantage of the invitation. On Thursday it was the intention to visit the plants of The Cowan Co., and T. A. Lytle Co., but owing to the necessity of having to go to the parliament buildings to present their petition re Garnishee Act, the appointment was cancelled and regrets sent by the secretary to these two companies.

The Toledo Computing Scale Co. also contributed to the association by supplying souvenir buttons for the convention.

MANUFACTURERS' EXHIBITS

It was not the original intention of the association to have a manufacturers' exhibit the first year. There was one, nevertheless. Some days before the convention Secretary Miller received a communication from a manufacturer in reference to an exhibit, and later, finding there was accommodation in the G. room of the King Edward, he decided to see what could be done. Inside of a few minutes, with the use of the 'phone, all available space was taken. Before and after sessions, the members availed themselves of the opportunity to visit the exhibit and inspect the goods and store equipment on display.

The following firms were represented: Chisholm Milling Co.; Soclean Limited; National Cash Register Co.; Imperial Extract Co.; Dominion Sugar Co.; F. N. Burt Co.; Geo. Weston, Limited; Maples, Limited; Holbrooks, Limited; Maclure and Langley; MacLaren Imperial Cheese Co.; Toledo Scale Co.; and Hutchinson-Omand.

Next year, it is the intention of the officials, to further this idea and to set apart a certain time of the convention for inspection of the displays. It is likely that a three-day convention will be held in 1914.

INTERVIEW WITH MR. FOY

"Your request is quite reasonable from your point of view. It is the first time I have had presented to me argument that wages are now paid weekly instead of monthly as when the present garnishee law was passed. The point has considerable weight, and I shall present it to the Cabinet. Of course, you know it is too late to do anything this session, but we will see what can be done next year."

This was the reply of Mr. Attorney-General Foy to the delegation of 200 members of the O. R. G. A. who called upon him at the Parliament Buildings, Queen's Park, Thursday morning.

The delegation was introduced by President D. W. Clark, and the association's solicitor presented the amended Garnishee Act and the arguments in support of the amendment. The case of the association was also strongly urged by Secretary W. C. Miller, John Diprose, Mr. Neally, M.P.P., and Secretary Wrigley, of the Retail Hardware Dealers' Association.

In support of the proposed change it was pointed out that when the existing Act was passed wages were generally paid monthly, and $25 was not an unreasonable sum to reserve, but now that the weekly system of payment was generally in vogue it was almost impossible to collect from a man who desired to beat his creditors.

There were only 5 per cent. of the people who were bad pay, and this would protect the grocer from the dishonest few who made a practice of living on the grocer. It might be urged that they cut out credit altogether, but credit was a convenience both to the grocer and customer, and in 95 cases out of 100 it worked out satisfactorily. The grocers did not aim at the man in hard luck who wanted to pay up, and the $10 per week reservation under the proposed amendment was a reasonable protection to any but the dead beat.

The delegation returned from the interview feeling they had made a favorable impression on Mr. Foy, and in hope of having their wishes put into legislation at the next session of Parliament.

RETAILERS PRESENT

Barrie—J. D. Wisdom.
Blenheim—J. B. Little.
Bolton—J. J. Rutherford.
Bowmanville—F. A. Hardy, Archie Tait.
Brantford—W. J. Mellen, Jno. Kew, Jas. Burns, Fred. S. Hardy, Fred. C. Harp, A. Caulbeck, Alf. Patterson.
Cambray—W. Gilbert.
Campbellford—A. Hammond, J. A. Irwin, J. A. Smith.
Campbellville—E. D. Mahon, C. A. Elsley.
Carlton Place—J. H. Edwards.
Chatham—Wilfred McCorvie, Jno. W. Dyer.
Clinton—G. A. McLennan.
Colborne—W. L. Bailey.
Coppercliff—C. H. Parry.
Cornwall—A. Langlois.
Dromore—J. M. Findlay.
Dunnville—J. A. Bicknell.
Guelph—G. F. Bibby.
Hamilton—J. A. McIntosh, Ed. Hazell, Chas. W. Stewart, E. H. Soules, Erec C. Jamieson, John I. Brown, W. M. Smith, E. Turnbull, Jno. Young, E. H. Young, M. R. Hill, Jno Knox
Hanover—J. H. Knechtel.
Hespeler—Geo. M. Henry.
Hickson—W. S. Rowe.
Ingersol—S. M. Fleet.
Lambeth—J. A. Kelly.
Lindsay—T. A. Fisher.
London—Jno. Diprose Thos. Shaw, A. W. Palmer, G. B. Drake, J. W. Eedie, F. Jones.
Milton—R. B. Galbraith, D. A. Hewgill.
Minesing—A. Ronald.
Nassagaweya—E. Elsley.
Niagara Falls—J. H. Marshall, W. P. Marshall.
North Bay—S. Pritchard.
Ottawa—Duncan Bell, F. W. Ford, Allan Hellard, Alex. Phillips.
Owen Sound—Mathew Duncan.
Paris—Chas. McCausland, J. M. Patterson, H. Rehder, J. W. Hilborn, P. B. McQueen.
Peterborough—Muriel Caldwell, Mrs. Mitchell, E. F. Mason, J. E. Lillico.
Picton—B. McDonald.
Rockford—Frank Tyler.
St. Jacobs—F. E. Walker.
St. John, N.B.—Walter Gilbert.
St. Mary's—F. W. Hutton, J. P. Rogers, W. R. Butcher.
Shelbourne—T. J. Harrison.
Steelton—C. J. Lash.
Stoney Creek—A. R. Millen.
Stratford—E. H. Barnesdale, W. J. McCully.
Sturgeon Falls—W. A. Cockburn.

(Continued on page 36.)

Columns in Cost Book for Proper Record

Retailer Asks for Criticism on Form Submitted—Importance of Accurate Knowledge of Costs Cannot be Overstated—The Detailed Information Desirable Varies With Size of the Business—Some Needful Items.

*By Henry Johnson, Jr.

I have the following with stated enclosures:—

———— Ontario, April 1, 1913.

Henry Johnson, Jr.,
Care Canadian Grocer.

Dear Sir,—Enclosed you will find a drawing of a grocery cost book which the writer has been working on for some time and proposed getting out, but before doing so we wish to have expert opinion and criticism on it. Kindly look this over and see if, in your opinion, this would cover the requirements.

What we want is to keep track of the exact cost which we pay the wholesaler for everything we buy, what these goods cost us laid down in our store, and what they cost us when sold, as well as having this record serve as a complete record of all our purchases. My idea of this is that it would be a great guide and help in future business.

Date	c/s	Quantity	Article	From	Net Cost	Overhead	Freight	Gross Cost	Cost each	Sell each	Sell Wholesale	Quantity

Suggestion for a Cost-Book, Presented by a Grocer Reader to Henry Johnson, Jr., for criticism.

We would thank you for an immediate reply, and are,

Yours very truly,

The diagram herewith shows the plan of the book.

Should Know True Cost.

The importance of having at one's command, instantly accessible, an accurate cost record can hardly be overstated. This is so valuable that any merchant can afford to spend a lot of time over it. The true cost of anything is the basis of its sale, hence extremely important to know. Thus, some plan should positively be adopted in every business whereby this information can always be had.

Along the same line of thought comes the consideration of knowing everything else about the goods—when bought, from whom, quantity bought during the year, etc. But, unless in a large business where there is a large office force, there is danger that too much will be undertaken. To know all these things may be so important as to be worth the time of the boss himself to insure the record being kept; but if too much detail is put into the task, the boss will get tired and drop the work half done—so you will have gained nothing whatever.

I am not sure that I have read aright the form sent to me. I find one column headed "c-s," which I do not understand. That is commonly used to indicate "Case"; but I cannot see such use for it here. I find "Quantity" at the head of two columns—and that I do not understand. The remainder seems plain enough, but some of it too cumbrous.

For instance, take "Overhead." What does that amount to? Actual overhead may be 5 per cent. to 8 per cent. On sugar this would show you a heavy loss on every pound you sold wholesale and on much sold at retail. You KNOW that fact without making record of it, and you know that other items must make good the loss on sugar, or you must quit business.

The Item of Freight.

"Freight" is useful in a limited sort of way. This because most of us buy from a few points. If our market town be Toronto or Montreal, it is useful to indicate that the average freight and dray expense on brooms, for example, is 37½c the dozen. That can be indicated once for all and serve us as a guide. Then, too, we may know that the average transportation expense on canned goods is 8c dozen on 3s and 5c dozen on 2s. But it is hardly necessary to make this a matter of record, since the few times we buy elsewhere we take this into consideration in a comparative way and absorb all constituents of cost directly into total COST.

In theory this kind of record is very pretty, but it will be difficult to so arrange pages and assign spaces as will promote rapid reference, together with all the detail the pages will carry. Of course, a loose-leaf book will be used, so the difficulty will not be as great as with old-style stationery.

Quantity and Date Necessary.

In practice, I take it, much time will be saved through the elimination of many steps hereby provided for. The columns, "Net Cost," "Overhead," and "Freight" will often be left blank, and work will thus be shortened. The "Quantity" feature appels to me very strongly, as well as the "Date" of purchase feature, since here is the crux of the information wanted next to actual gross cost. Great care must be exercised in the allotment of—as, for example, to sugar and to crackers. Think of the space you will use in a years record of your purchases of soda crackers- But it will be worth while to be able to know accurately just how many boxes and dozens of each kind you have bought and

(Continued on page 36.)

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*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Actual Instances of Increasing Business

How New Maple Product Was Introduced—Excellent Coffee Trade Built Up In Four Years for Certain Brand—Sugar Window That Produced Sales.

INTRODUCING NEW GOODS OF FREQUENT OCCURRENCE

That it is easy to sell a new line of goods that is placed in stock is the claim of Pearson & Morton, a St. Thomas, Ont., grocery firm. Here is one of many instances this firm could relate:—When they first stocked a certain maple product they purchased a case as a trial order just to see how it would go. On a Saturday they opened the case, displayed the new line on the counter and referred to it to every customer who came into the store. Before two o'clock the entire two dozen had been sold, practically every customer adopting their suggestion to try a tin.

Since that time this firm has been selling that line fairly freely. They had created a demand themselves and because the goods were satisfactory customers asked for more. Another method of this firm to introduce new goods is to take a pocket sample when going out for orders. This plan has started many a line on the move in this store.

* * *

HOW KNOWLEDGE OF COFFEE BROUGHT A NEW CUSTOMER

The people of the United States as a whole are generally recognized as greater lovers of coffee than the people of this country, and popular opinion gives them the credit not only of being better judges of good coffees, but also of knowing better how to make coffees. Wholesalers and retailers who pose as authorities on this subject will admit that popular opinion is correct as regards the latter part of that statement, but as far as knowing good coffees is concerned claim that Canadians are far ahead in that respect.

A Western Ontario grocer tells of his experiences in selling coffee to people who come from the States to reside either temporarily or permanently in his town.

"One day a woman came into his store, asked if I had any good coffee and stated that she had tried and tried in all the stores, but couldn't get anything to suit her.

"At once I asked her if she wasn't an American. She seemed a little surprised, but answered in the affirmative. I asked her what price she was accustomed to pay in the States for coffee. 'I have always paid 40 cents per pound there, and here I've tried 40 and 50 cent coffees from every store in town, and none of them satisfy me,' was her answer. She concluded by stating that in Canada we didn't know good coffee.

"Now, you try a pound of my 25 cent coffee," I said, "and see if that isn't more like what you want."

"She appeared to feel hurt that after using a 40 cent coffee all her life I should persuade her to take a 25 cent coffee, and wanted to know if I hadn't something better than a 50 cent grade. I told her that I could safely guarantee that coffee, and what was more that I knew it would suit her very much better than any 40 or 50 cent grades I had in stock. I asked her to try it, told her to use all her skill employed in making the best cup of coffee of which she was capable, and then to let me know the result.

"Some days later she was in the store again and came straight to inform me that her coffee troubles were over, that she had at least got a coffee which was as good as she was accustomed to at home."

Here is an instance where it pays to have a general knowledge of the quality of goods used in other countries.

* * *

COFFEE SALES INCREASE FROM ZERO TO 4,800 POUNDS A YEAR

Some four years ago John Diprose of London, Ont., stocked a new brand of coffee—one that no other grocer in London had sold and that none of his customers had ever heard of. Last year he disposed of some 4,800 pounds of this brand, or almost two and a half ton.

Here is a splendid example of what the retailer can do in the matter of making sales if he so desires. This was a coffee that Mr. Diprose had to introduce himself. He and his salesmen talked it up enthusiastically because they knew it to be a good brand; they showed it in their window and stood firmly behind it. Occasionally it was advertised in Mr. Diprose's own newspaper space, but it was up to him entirely to make it go, and he did.

It is selling good goods at a profit above the ordinary every day demand that builds up a business.

SUGAR SALES INCREASED THROUGH WINDOW DISPLAY

The rare window display is the clever one. It is the display that sets forth the merits of one line of goods only. By concentrating on one article the public's attention is centred on that article with the result that sales are increased. Such a window was seen recently in Montreal in the store of the Fraser, Viger Co. It was a sugar window. Just sugar and it sold sugar.

The trim was very simple but the effect on the passing public was marvelous. The display was so unique that one was compelled to stop and look at it. The writer watched the crowd for some time and it was amusing to see the people come hurrying down the street, glance at the window and suddenly stop attracted by the simple unique display. A dozen or more were seen to come back and look at the window after passing and favorable comment was heard on all sides.

The background was an arrangement of three barrels of sugar laid on their sides so that the labels were easily read from the street. Around these three barrels, two of granulated and one yellow, were neat piles of sugar in bags, granulated on one side and yellow on the other. The same arrangement was used on the sides with the exception that the barrels were stood upright. The labels on the bags were turned outward. In the centre of the window were platters on which were heaped various kinds of sugars. Granulated sugar, golden yellow sugar, berry sugar, icing, fruit, preserving, coffee, and raw sugar were all displayed there, and made up the centre display. This was relieved by the use of loaf and crystal sugar, colored icing sugars, and maple sugars. Barley sugar in Glass jars also helped the display. Twenty pound bags of sugar were used as a border alternated with five pound boxes. In the centre of the window were two of these boxes with the sides opened out so that the contents could be seen. On each kind of sugar was a neat little card telling what kind it was and the price. One can hardly realize the great number of varieties and grades of sugar until one sees them in a display of this kind. The display coming just at this time when sugar is cheap had the added advantage of a popular price.

Current News of the Week

Quebec and Maritime Provinces.

C. O. Simard, grocer, Quebec, Que., passed away last week.

Emile Brunelle, grocer, St. Hyacinthe, has sold to G. Brousseau.

Hudson and Orsali, Ltd., wholesale grocers, Montreal, Que., have registered.

C. H. Dougall, Limited, commission merchants, Montreal, P.Q., have moved from 146 St. James Street to 211 McGill Street.

There is a company organized in the Maritime Provinces to establish chain stores. Three retail establishments are scheduled for Halifax and one each for the following places: Dartmouth, Windsor, Kentville, Canning, Bridgetown, Digby, Wolfville, Amherst, Annapolis, Yarmouth, Liverpool, Truro, Westville, New Glasgow, Antigonish, Sydney and North Sydney. It is also stated that the new firm has taken over the wholesale houses of Morrison & Williams, of Halifax, and Morrisons, Ltd., of Amherst. A. S. Burgess is the managing director of the company, the name of which is The Canada Food Co.

Ontario.

Andrew Jones, grocer, Galt, Ont., passed away last week.

Chas. Emery, grocer, Hamilton, Ont., has sold to F. B. Tansley.

Fields & Lamont are opening a retail grocery store in the McCool Block, Sudbury, Ont.

J. McTague, formerly of Stratton, Ont., has opened a general store at Ft. Frances, Ont.

The Toronto office of A. P. Tippet & Co. has been changed from 84 Victoria Street to 46 Front Street East.

Dougald Graham, who has conducted a grocery business in Strathroy, Ont., for 37 years, has sold to Fred and Charles Gill. The latter will take possession May 1.

Christelaw Bros., merchants of Blind River, Ont., have dissolved, George Christelaw continuing. H. B. Christelaw has taken over the business of J. A. Hawkins & Co., of Blind River.

E. Linnell is building a brick store on the Hamilton Road, London, Ont., and expects to have it completed in two or three months' time. He may rent it, sell it, or run it himself.

Five hundred dollars' worth of groceries were destroyed in R. S. World & Sons' store, at the corner of Lennox and Lippincott Streets, Toronto, when mice chewed into a box of matches on one of the shelves.

Herschell Vivian, a prominent merchant of St. Davids, Ont., died at his home on Sunday morning after a long illness. It was thought that Mr. Vivian was convalescing on Saturday, but he suffered a relapse on Saturday night, from which he never recovered. Mr. Vivian is well known to the trade in the Niagara district, as he has been connected with the business now carried on by Lowrey & Vivian for a number of years. Mr. Vivian belonged to the Masonic Order and to the Canadian Foresters, of which he has been financial secretary for a number of years.

Western Canada.

J. Hronais, Winnipeg, Man., recently suffered loss by fire.

Luesley & Snowden, grocers, etc., Victoria, B.C., have dissolved partnership, and are being succeeded by Luesley & Hoyle.

R. J. Campbell, wholesale grocer, Winnipeg, is now in the South on a vacation trip. He will return next month.

J. J. Stiegler, general merchant, Humboldt, Sask., has inaugurated the cash system of doing business. Monthly accounts will, however, be considered the same as cash.

The partnership existing between Bailey & Morrill, Victoria, B.C., has been dissolved. Mr. Bailey is retiring. Business will continue under management of Mr. Morrill.

A new wholesale grocery house is being established in Brandon, Man., by a company of American and Canadian capitalists, represented by C. A. Comings, of the Pioneer Fruit Co., Brandon.

Figures on the books of the C. P. R. show that 240,000 fresh eggs were shipped into Moose Jaw, Sask., from Minneapolis and St. Paul during February. The duty was three cents per dozen and the express charges six cents.

F. G. Dawson, Prince Rupert, B.C., has purchased the wholesale grocery business of W. J. McMillan & Co., of that town. Mr. Dawson has been in the wholesale business in Prince Rupert for five years, having prior to that time been manager of a wholesale house in Calgary.

The retail merchants of Calgary are taking up the matter of early closing and an effort will be made to have a bylaw passed in the near future compelling all stores except those in the refreshment and allied lines to close at a stated hour each evening. It was also decided to make an effort to get all stores to close on one afternoon each week.

CHILLIWACK R.M.A.

Chilliwack, B.C., April 21.—(Special.)—At a well attended meeting of the merchants of Chilliwack it was unanimously decided to affiliate with the British Columbia Association. The president and secretary of the latter organization were in attendance.

The Retail Merchants' picnic here will be held in August, and is expected to be better than ever. The weekly half holiday in Chilliwack began on Thursday afternoon, April 17, at 12.15 o'clock, and will continue until September.

BUSINESS SHOW AND CONVENTION.

Ontario Retail Merchants Convene Next Week—Some of the Subjects for Discussion.

Toronto, April 24.—On Monday and Tuesday of next week, April 28 and 29, will be held a Business Show in Massey Hall. This will include exhibits of manufacturers of account systems, office equipment, etc., and it promises to attract a large crowd.

The fourteenth annual convention of The Retail Merchants Association of Canada, Ontario section, will be held on Tuesday and Wednesday at Massey Hall, taking advantage of the Business Show. Every merchant in Ontario is invited to attend.

Addresses are scheduled for "The Effect That Reduced Parcels Post Will Have on the Trade of the Cities and Towns of Canada"; "What retail merchants should do to hold and develop the trade of their home town"; and "Why co-operative society stores should be opposed by legitimate retailers."

Reports will also be presented by committees looking after legislation dealing with the proposed "Employee's Compensation Act"; reduction in business tax; and the proposed amendments to the Peddlar's and Transient Trader's Act.

The officers of the association are:—

President, Ald. A. Weseloh, Berlin; 1st vice-president, E. C. Matthews, Toronto; 2nd vice-president, N. C. Cameron, Peterborough; treasurer, M. Moyer, Toronto; Secretary, E. M. Trowern, Toronto.

General Review of the Grocery Markets

Sugar Situation in New York Appears More Hopeful—Molasses Question in Montreal a Puzzler—Tea Market Advancing With Probability of Higher Prices Here—Brighter Tone to Canned Goods—Trading Only Fair.

QUEBEC MARKETS.

POINTERS,—

Sugar—Steady consumptive demand.

Molasses—Situation puzzling.

Coffee—Upward tendency.

Rice—Patna again declined.

Montreal, April 22.—Grocery trading is brisk and has healthy tone. Prices have not varied much during week. Weather is more favorable to increased business and money seems to be a lot easier than last week.

Morton's "St. Vincent" arrowroot in 1 lb. tins is selling at 20c instead of 15c, while the 7 lb. tins are quoted at 16c per lb. instead of 19c as formerly. Morton' herrings, all kinds, have advanced 5c per dozen. C. & B. Lucca Oil has advanced and is now selling at $2.35 to $2.40 for ½ pts. and $4.40 to $4.50 for pints. "Domolco" molasses in tins have advanced and are now quoted at the following prices:—2 lb. tins, $1.50; 5-lb. tins, $3.50; 20 lb. tins, $12.75; 3 lb. tins, $2.10; 10 lb. tins, $6.75.

"C. & S." coffee has advanced 1c per lb. on all grades now selling from 21c to 25c per lb.

It is rumored that the price of canned goods and especially tomatoes will be considerably lower this season than formerly.

SUGAR.—Although New York market on raw sugar has gone down and up again local sugar market remains indifferent to these fluctuations; $4.50 is still the price for finest granulated in bags and there is little to indicate any change. There are rumors on the street of cheaper sugar, but there seems to be nothing definite to support them. Demand is steady and appears to be a purely consumptive one. Orders are coming a little more freely from country points due to better conditions of roads.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Fancy Barbadoes molasses situation is still a puzzler. There have been few interesting developments and situation is about same as reported last week. It is a significant fact that one Barbadoes firm which could not fill orders last week at 37 or 38c has cabled offering 1,500 puncheons to a local firm at 36¼c. Word also comes from Quebec to effect that buyers there are steadfastly refusing to purchase until prices are more reasonable. Market appears to be a waiting one and as buyers have fully covered their sales they are rather independent in matter of making purcases for stock.

On other hand advices from Barbadoes show a big shortage in production which is estimated at 55,000 to 60,000 puncheons instead of 90,000 puncheons produced last year. However this advice does not seem to affect market situation to any extent as this shortage has been anticipated.

Quotations vary considerably, but average price is lower than last week. Average price last week was 38c, while 37c seems to be popular one this week with a few offers at 36¼ and 36½.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP.—Same prices rule this week for maple products as for last week. Syrup being offered on local market is of excellent quality, and is meeting with ready sale. In the window of one of the large dailies is an exceptionally fine display of maple syrups and sugars. The daily paper is offering a prize of $500.00 for the best samples of syrup and sugars. There are over 360 entries from all parts of Canada.

Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 05
Pure maple sugar	0 11½	0 12

DRIED FRUITS.—Dried fruit market is devoid of features. Trading is steady with fair volume of business passing for season of year. Prices remain same as quoted last week.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—Featureless is only way to describe tea market this week. Trading is very quiet as market is waiting for arrival of new crop which is due in about ten days. There is a little more inquiry for China and Japan greens. Prices are unchanged.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—Maracaibo and Bogota coffees are up a ¼ to ½c per lb. London market on Santos and Mochas is very firm with an upward tendency. Several lines of branded coffees have advanced. Trading is fair.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICE.—Trading in spices is a little dull this week due to Jewish holidays. Prices remain same as last week.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—Finest imported Patna Rice has declined again since last week and is now quoted at $5.37½ for 224 lb. bags, $5.50 for 112 lb. bags, and $5.62½ for 56 lb. bags. Imported Caroline rice, fancy, is selling at $8.00 this week instead of $8.50 as quoted last week. Decline reported last week stimulated buying to some extent, but trading to-day is steady routine business. Tapioca is steady at last week's prices. Sago is unchanged.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bágs 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Trading in nuts is a little brisker than for some time past. Prices remain about same.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 35
Broken	0 27	[illegible]

ONTARIO MARKETS.

POINTERS,—

Sugar—Primary situation firmer.

Molasses—Better grades tending to advance.

Tea—Prices advancing.

Spices—Cloves firmer.

Nuts—Shelled all advancing.

Toronto, April 23.—Trade in general groceries keeps up without much change. One dealer gives for explanation of dulness fact that this market depends so largely on conditions in West. Many of the large concerns are dependent on Western circumstances and so long as trade holds dull there, same condition will prevail here. It is his opinion that this position of comparative inactivity will prevail until some indication is given of new crop in West.

Collections are beginning to look a little better. One dealer just returned from a trip to the coast states he found money situation much better than expected. That banks raising cry of tightness of money was a perfect god-send to the country and has temporarily done away with much Western real estate dabbling.

SUGAR.—In New York there appears to be a general firmer feeling all round. Demand for granulated on primary market is disappointing to refiners as people over-cautious with regard to effect of new tariff have held off buying. With more seasonable weather and a little time conditions are expected to right themselves. Locally demand holds on pretty steadily, and general opinion on street is that market will continue steady with any changes being in upward direction.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES.—There has been considerable amount of talk about higher prices on new crop molasses. Better grades will doubtless be very much higher than year ago. Maple syrup continues to offer in large quantities showing fine average quality.

Syrups—	Per case.
2 lb. tins, 2 doz. in case	2 40
5 lb. tins, 1 doz. in case	2 75
10 lb. tins, ½ doz. in case	2 65
20 lb. tins, ¼ doz. in case	2 60
Barrels, per lb.	0 03¼
Half barrels, lb.	0 03½
Quarter barrels, lb.	0 03¾
Pails, 38½ lbs. each	1 75
Pails, 25 lbs. each	1 25
Maple Syrup—Compound—	
Gallons, 6 to case	4 80
½ gals., 12 to case	5 40
¼ gals., 24 to case	5 40
Pints, 24 to case	3 00
Maple Syrup—Pure—	
Gallons, 6 to case	6 60
½ gallons, 12 to case	7 25
Quarts, 24 to case	7 25
Pints, 24 to case	4 00
Quart bottles, 12 to case	3 50

Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—On primary markets all seeded fruits are much firmer. Owing to new growers association having taken control of situation it is not yet known how these will be marketed, but prices are undoubtedly firmer. Demand on local market for peaches and apricots is fair. Prices on prunes are fairly low causing them to move freely. For table figs there is fair demand but for commedrc demand even at low prices is poor.

Prunes—		
30 to 40, in 25-lb boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 03½	0 04
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 06½	0 07
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 06
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Primary market has advanced one farthing for good teas during past week. Quality is practically off in Ceylon so that for a time there won't be much fine tea available. Prices are likely to be even higher here to the wholesaler and probably to retailer as well.

COFFEE.—Earlier in week there was a slight weakening in import prices, but last two days cables received in Toronto show that quotations have advanced fully ½ cent. Most noticeable decline in valuations has been in lower grade macaraibo. Fine wash grades of all descriptions are being firmly held by owners in primary sources. Statistical situation is reported as stronger than year ago and higher prices predicted.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—An advance of 1 cent has been made by some firms on price of cloves this week. Whole cloves are very scarce, so that high prices will likely rule. Peppers hold unchanged.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	90—0 00	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	[illegible]
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	1 60	1 80
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 50	0 60
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Rice market is if anything a little easier. Tapioca continues unchanged.

	Per lb.	
Rangoon, per cwt.	3 33	4 00
Patna	0 05½	0 06½
Japan	0 05½	0 08
Java	0 06½	0 07
Carolina	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Flake	....	0 08

NUTS.—Shelled almonds, walnuts and peanuts are all quite scarce. One local dealer made offers to 5 or 6 French shippers, but as all supplies were exhausted could not get orders filled. New crop will not be in till first of year. On walnuts 3 to 4 cents more is already being asked on fall shipments. Almonds are also very high.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 38	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 30	0 32
Filberts	0 12	0 12½
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Prices on imported beans have declined somewhat, being brought down by low prices on Canadian beans. Trade is dull.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.	....	2 60
Austrian, mixed, per bush.	....	2 40

CANNED GOODS.

TORONTO, April 23.—Bookings for next year's pack have not been as heavy this year as last. Speculative element is almost entirely wanting, dealers simply buying for their immediate requirements. Sorting orders for corn, tomatoes and fruits are now coming in fairly freely. It is a strange coincidence, but dealers state that season when fresh fruits and vegetables appear first extensively on market is also season of heavy consumption of canned goods.

MANITOBA MARKETS.

Winnipeg, Apr. 23.—(Corrected by Wire.)—Magnificent spring weather and general activity on the farms and in the towns has given quite a boost to the retail trade and prospects have undoubtedly improved.

Wholesalers, however, report that merchants generally are conservative in their orders and do not seem to desire to accumulate heavy stocks and collections are still slow.

The money situation is a little easier and many signs point to a loosening up. An encouraging feature is the steady advance in the price of wheat of which there is yet between fifteen and twenty millions of bushels in the farmer's hands. Also the tide of immigration is running strong and many of the new comers have considerable means.

Two weeks of unbroken fine weather would do much to give confidence to all business in the West and the high expectations of 1913 which have been a little damped in the past two months may yet be realized.

SUGARS.—Freight congestion in the East has caused sugar stocks to run low and the supply is short of the demand. Prices are steady with no prospect of an immediate change.

Extra standard granulated, per bbl.	5 15
Montreal yellow, per barrel	4 80
B.C. yellow, per barrel	4 55
Icing sugar, per barrel	5 75
Powdered, per barrel	5 55
Lumps, hard, per barrel	6 05

Sugar in sacks, 5 cents less.

SYRUPS.—The slow, but steady advance in corn prices must before long lead to a stiffening in price of corn products and it is altogether likely that syrups will advance.

2 lb. tins, per case		2 13
8 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Following a stiffening of prices in the primary markets seeded and Muscatel raisins are dearer, Muscatels being ½c up and Californias ½ to ¾c. Prices on prunes are steady at a low point. There is a persistent rumor of a raisin combine in California or at least an organized effort to corner the balance of the crop.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 05
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06⅝
50-60s, 25s, s.p.	....	0 07⅛
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70.
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—There is nothing new to report in the tea and coffee market here, changes in which are of very rare occurrence.

Coffee—		
Green Rio, No. 5	....	0 16½
Roasted Rio	....	0 21½
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

BEANS.—Prices of beans and cereals are weaker with a demand likely to be much stronger. The prices appended are lower than those quoted by most jobbers but the goods can be obtained at the figures given.

Beans—		
Hand picked	....	2 35
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	3 45
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

NUTS.—Magnificent spring weather and the near opening of the season of outdoor sports promises a little more activity in nuts.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

NEW BRUNSWICK MARKETS.

By Wire.

St. John, April 23.—Markets continue fairly firm with prices practically unchanged. Business keeps up well, aided by fine weather. Collections are becoming more encouraging. Better orders are now coming in from country districts. Sugar market is unchanged. Buying is slow as dealers are looking for further drop now rather than an advance. No difference has been made in flour, but molasses are a little firmer. Eggs are still moving downward, being quoted at 17 and 18 cents. Butter is unchanged. Pork has dropped 25 cents.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string.	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	....	2 20
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	0 20	0 25
Eggs, case	0 17	0 18
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 40
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	27 75
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
United Empire	4 40	4 50
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

AGAINST CO-OPERATIVES.

Peterborough, Apr. 21.—At the last meeting of the Retail Grocers section of the Retail Merchants Association, of Peterborough, Ont., a strong resolution was passed regarding co-operative societies and wholesalers and manufacturers who sold to them. Recently a co-operative society was formed here, and reports showed that none of the local wholesalers would sell to it, preferring to do business only with regular retailers. D. H. Kerneghan was the chairman of the meeting. In succession to J. H. Connal, Mr. Mitchell was appointed treasurer of the Grocer's section, Mr. Connal being treasurer of the Peterborough branch of the R.M.A. John Hill was appointed recording secretary to assist Neil Cameron, the secretary, who is out of the city most of the time.

Several of the grocers have intimated their intention of attending the R.M.A. convention and Business Show at Massey Hall, Toronto, next week.

* * *

It's better to deliver the goods than to be found with them on you.

RETAILERS PRESENT.

(Continued from page 29.)

Thessalon—James S. Dobie.

Toronto—D. W. Clark, W. C. Miller, J. Milton Cork, W. Van Koughnet, B. L. Cope, Fred. L. Giles, N. Carmichael, J. P. McKelvie, R. A. Dutton, F. W. Johnston, S. Bone, W. C. Clark, R. H. Bank, Donald McLean, H. W. McCulloch, W. J. Parks, C. R. Temperton, S. Sigsworth, C. Smith, Jno. A. Fraser.

Waterford—D. A. Hill.

Woodstock—Jno. Scott.

THE CIVIC BANQUET

A large and very representative gathering was present at the splendid complimentary banquet tendered by the Corporation and Council of the City of Toronto to the Ontario Retail Grocers' Association. After the dinner, in the absence of Mayor Hocken, Controller T. Church occupied the chair, and presided over a splendid toast list. In his characteristic manner he welcomed the grocers to the city, made reference to the good work being done by them as an association and as individuals, and wished the association all splendid success.

The toast to "Our Association" was heartily responded to by W. C. Miller, Jno. Diprose, W. J. Mellen and J. A. McIntosh, all of whom expressed very general thanks to the city for the entertainment provided.

On behalf of the manufacturers and wholesalers Charles Edmonds and A. C. Knight pointed out the benefits to be derived from organization and co-operation between the various branches of the trade.

"Bay" Hill, the silver-tongued orator, responded freely to the toast to the ladies. "Bay" may be "no orator as Whitney is," but when he gets a subject with which he is familiar he reaches some dizzy heights.

Throughout the banquet was a splendid success, and very general appreciation was shown.

NOTES ON THE CONVENTION

Now for next year. "Bigger and Better" is the slogan.

A warm welcome was extended the lady delegates from Peterboro.

When it comes to oratory, "Bay" Hill must be given a front seat.

Conferences with other sections of the trade are desirable. May there be more of them.

A more active secretary than "Billy" Miller could scarcely be found. He was a happy choice.

The selection of President D. W. Clark indicated the faith the association have in him as a leader.

We may now expect to see some of the retailers open biscuit and soap factories in their warehouses.

Another year the attendance should be doubled—that good work is being accomplished is now history.

"Tom" Shaw was again appointed to look after the money—no question as to its safety for another year.

The civic banquet indicated that the retail trade is an important factor in the commercial life of a city.

No dougt the Ottawa delegation was glad to get away for a few days from the strife around the Parliament Buildings.

Now that all have become acquainted with the Question Box, this piece of wood will be in greater favor another year.

More than a hundred delegates attended from out of Toronto, and there were 48 cities, towns and villages represented.

Hon. Mr. Foy lent a sympathetic ear to the delegates, and hopes are expressed that the garnishee limit will be lowered.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from The Canadian Grocer of April 28, 1893:—

> "Michie & Co., grocers, Toronto, are going to enlarge their premises in King Street West, Toronto. They will be extended through to Colborne Street, and the front of the building will be of pressed brick and with casement, four storeys high."

Editorial Note.—This is one of the retail firms that is to-day well known. In fact, Michie & Co. was in business for many years before the above item appeared in The Canadian Grocer 20 years ago.

* * *

> "Wholesale merchants in Montreal are complaining loudly of the business tactics of the Patrons of Industry in Ontario. A number of wholesale merchants have refused to open accounts with the retailers appointed by the Patrons, as they claim it is unfair to the rest of the retail trade. Some of the Patrons' retailers have sent letters to the wholesale merchants asking to be supplied with false inventories, so they can show bills for higher prices than they have paid. In some cases blank invoices have been asked for. The wholesale men claim that the Patrons are instituting a system of business boycott."

Editorial Note.—Twenty years ago the Patrons of industry flourished. One of their objects was to get together and buy wholesale in order to cut out their own local dealers—a suicidal policy so far as their own properties were concerned. Happily little trouble is experienced in this regard to-day.

OPEN NEW BRANCH STORE.

H. Nicholson & Bain, wholesale commission agents and brokers of Winnipeg, have found it necessary to open a branch office at Lethbridge, Alta. This new office is intended to take care of Medicine Hat, Lethbridge, Fernie and Cranbrook. This makes the fifth branch for Nicholson & Bain, others being located at Regina, Saskatoon, Edmonton and Calgary.

PROMINENT ENGLISH GROCER COMING.

Arthur J. Giles, secretary of the Federation of Retail Grocers' Associations, London, England, will be in Toronto on May 9, on his way to St. Louis, Mo., via Niagara Falls and Cleveland. Mr. Giles is scheduled to give an address at a retail grocers' convention in St. Louis.

COLUMNS IN COST BOOK FOR PROPER RECORD.

(Continued from page 30.)

sold in a given year, or month, or week. I note these people state they are "Direct Importers," so this record will surely be of immense value to them.

Knowledge of Gross Cost.

What I have so far accomplished in keeping my own costs is (1) the accurate knowledge of the gross cost of each article bought written in cypher and, (2) the insertion after each cost of the selling price in plain figures. Here I have the necessary information for myself and my salespeople. I know what I feel it essential to know—what the goods cost, laid in—and I can anytime check over our selling prices to see that no error has been made, or if made, corrected.

If my friend gets out that book, I hope he will let me have the use of the form, at least experimentally. Perhaps we shall thus find out something useful to both of us—and then to many others.

An Early Advance in Flour Anticipated

Mill Feeds Lower Than For Some Years—Further Decline Would Necessitate Advance in Flour Which is Now Quite Firm—Toronto Still an Average of 6 Cents Out of Line for Export—Heavier Bookings Both for Domestic and Export in Montreal.

Indications for an early advance in flour appear good, and millers generally are fairly confident that an upward movement must be made soon. With easier tone to mill feeds profits on flour will of necessity increase to keep up balance. Mill feeds are now $4 or $5 lower than year ago this time when they were quoted in Toronto at, bran $25 and shorts $27, and are considerably lower than they have been for a number of years, so that if further slump were coming, flour, judging from former years, should advance.

At present there is still an average difference of 5 cents on flour between Toronto and Minneapolis in favor of the latter, and as Minneapolis as well has the advantage of 1c on freight to the seaboard, little export is being done from this end.

Were the price on wheat to be reduced it would simply mean that Canada would export wheat and not flour as millers in England have become educated to using our wheat, and know what lines to buy to mix with it. To make the necessary changes in blends for buying American wheat is found unprofitable, so that English millers continue to seek Canadian wheat.

Exports from St. John and Portland for the week were 89,606 sacks, as compared with 60,557 for the same week a year ago. The receipts of flour for the week were 8,323 sacks, as against 25,477 sacks for the same week a year ago.

MONTREAL.

FLOUR.—Demand for flour both for export and for domestic consumption has increased during past week. Orders are coming in quite freely and quite a nice volume of business has been accomplished. Prices are firm with a slight upward tendency. There seems to be a strong feeling that prices will advance in near future as Ontario millers advise a shortage in stocks in store. This shortage has not been felt on local market as yet but the advice has given a very firm tone to market.

Winter wheat, fancy patents, in bags	**4 50**	**4 75**
Straight rollers, in bags	**4 30**	**4 50**
Manitoba 1st Spring wheat patents, bags	**....**	**5 40**
Manitoba straight patents, in bags	**....**	**4 90**
Manitoba strong bakers, in bags	**....**	**4 70**
Manitoba second, in bags	**4 10**	**4 30**

CEREALS.—Recent decline in oatmeal stimulated buying to a considerable extent and a large number of orders were booked. The trade is busy just now filling these orders. Prices are firm at last week's advance, but orders are coming in rather slowly, as dealers seem to have stocked up while prices were low.

Exports of rolled oats from Portland and St. John for the week were 2,099 sacks and 5,300 cases as compared with 9,345 sacks and 3,700 cases for the same period last year.

Cereals—		
Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	..	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots	2 26	2 38
Granulated oatmeal, in single bag lots	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Demand for mill feed is a little heavier than supply and several mills are oversold. Prices remain at same level as last week, but it is reported that some smaller millers are shading prices. Better weather conditions have increased orders from country points.

Bran, in car lots, per ton	....	20 00
Shorts, in car lots, per ton	....	22 00
Middlings	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Opinions vary with regard to future of flour market. Dealers who for past couple of weeks have predicted advance are now not so confident, while those who before expressed no opinion now take the firm stand that flour will be higher within very short time. Manitoba flour for export is already reported by some millers as having gone up 9d. per sack of 280 lbs., or almost 22 cents a bbl. Even at this price they claim there is no profit. Export trade is dull, and even domestic none too brisk, but with tending easiness in bran and shorts flour market is altogether likely to be firmer.

Manitoba Wheat.		
1st patent, in car lots, bags	....	5 40
2nd patents, in car lots, per bbl	....	4 90
Strong bakers, in car lots, per bbl	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption	4 70	4 90
Patents, 90 p.c. domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Cereal market continues practically unchanged since last week. Rolled oats and cornmeal both continue to move steadily, but with no very great activity. Indications for future show no sign of any change whatever just now, but change may come at any time. Trade for export is dull.

Rolled oats, small lots, 90 lb. sacks	....	2 15
Rolled oats, 25 bags to car lots	2 05	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls.	....	2 75
Rolled wheat, 5 barrel to car lots	....	2 65
Cornmeal, 93 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—The fact that one miller has reduced bran this week to $18 to $19 and shorts to $20 to $21, shows to some extent tendency of market. Other millers, however, still hold out for former prices selling bran at $19 in mixed cars, $19.05 for straight cars, and shorts at $21. Demand for bran is rather easier, but in shorts and middlings a good business is still being done. Some millers are of opinion that the new tariff by putting bran on the free list will help out immensely. Further easiness, or slump in mill feeds would doubtless cause corresponding firmness or advance in flour.

Bran, in car lots, per ton	18 00	20 00
Shorts, in car lots, per ton	20 00	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, in car lots, per ton	26 00	27 00

Fruit and Vegetable Dept.

Summer Prices on Oranges will be High

Great Scarcity Already Reported on Primary Market—Jaffa Oranges Introduced on Montreal Market—Tomatoes Take Further Advance—Pineapples Will Be Cheaper—Fruit Sales Curtailed Owing to Light Supplies.

Oranges absolutely free from frost are now costing dealers from $4 to $4.50. Latest reports from primary markets state that orders now on hand will wind up the navels, and that already Valencias are scarce. So far as can now be judged, it looks as if summer prices to the retailer on desirable sizes would be in the neighborhood of $7 per case, as they are likely to cost the wholesaler from $5.50 to $6 per case.

Verdelli lemon crop in Italy has been damaged by windstorms, but extent is not yet known.

MONTREAL.

GREEN FRUITS.—There is brisk tone to fruit market at present, and quite a nice volume of business is being transacted. Pineapples slumped quite sharply, and are now selling at $2.50 to $2.75 per case. Apples are easier this week, and prices are shaded for round orders. Three carloads of Jaffa oranges have arrived from Boston. This shipment of 1,200 boxes is an exceptional one, as no Jaffa oranges have been seen on local market for some years. Great shortage of oranges, due to freezing of California crop, has forced dealers to import this shipment from Palestine. It is not thought that they will sell below present market, as quality and flavor of Jaffa oranges is said to be equal to anything now offered. In fact, they are practically the same as Valencia or Messina oranges in quality or flavor.

Apples—		
Ben Davis XXX.	3 00	3 25
Spies, first grade, per barrel	....	5 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 25
Baldwins, No. 1, per bbl.	3 00	3 50
Baldwins, No. 2, per bbl.	2 50	2 75
Fancy imported, box	....	2 00
Bananas, crated	1 75	2 25
Celery, Florida, case	....	4 00
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 00
Oranges, California navels	....	4 50
Oranges, Valencias	4 50	5 00
Oranges, Mexican	1 25	1 75
Oranges, Florida	4 00	5 00
Pears, California, Easter Beurre, box 15 doz.	....	5 00
Pineapples, Florida	2 50	2 75

VEGETABLES.—Most interesting development in market this week has been sharp decline in strawberries. Strawberries are now coming in in carload lots from Carolina. On Saturday they sold for 25c per quart., but this morning sold at 12½c to 18c, according to quality. Tomatoes are still going up. Fancy grades are selling at $4.50 to $5 per case, and are very strong at this figure. New cauliflower is selling at $4.50 per dozen, which is an advance of 50c over last week's quotation.

Asparagus, California, doz. bunches	....	5 00
Asparagus, Boston, doz. bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 25
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Carrots, new, per doz. bunches	....	1 00
Carrots, bags	0 75	1 00
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Cabbage, new, 4 to 5 doz. crates	....	2 00
Cabbage, bbls. of 3 doz.	1 00	1 25
Cauliflower, per doz., hothouse	....	4 50
Celery, per crate (3 to 6 doz.)	....	4 00
Cucumbers, per dozen	1 75	2 00
Leeks, per bunch	....	1 25
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 75
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 62½	0 65
Quebec grades, car lots, per bag	0 50	0 55
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case	4 50	5 00
Tomatoes, Florida, choice, per case	3 00	3 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	....	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	3 00
Curly lettuce, crates, 4 doz.	....	2 75
Strawberries, qt.	0 12½	0 18
New potatoes, 5c lb. or bbl.	....	7 00
Horse radish, lb.	....	0 20
Garlic, bunch	....	0 15
Water cress, per doz. bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	....	3 00
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	1 50

TORONTO.

GREEN FRUITS.—Great difficulty on Toronto market this week consists not in selling fruits, but in getting the fruits to sell. One dealer states: Everything that anybody really wants, except pineapples, is scarce and hard to get. Florida oranges are off market altogether, and navels and Valencias have advanced owing to scarcity. Prospects are for very high prices throughout summer. Pine apples, now offering freely, are expected to drop 50 cents within a week, or probably before end of this week. Strawberries from Maryland and South Carolina are expected by Friday. Opening prices will be from 20c to 25c per quart box.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Artichokes, Canadian, bag	....	1 00
Bananas, per bunch	1 75	2 00
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75	4 50
Grapefruit, Jamaica, all sizes, per case	....	4 00
Lemons, Messina	3 50	4 50
Limes, per box of 100	....	1 50
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, California navels, case	4 50	5 00
Oranges, Valencia, ordinary, 420c, case	....	3 75
Oranges, Valencia, large, 420s, case	5 00	5 50
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	....	3 50
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, Maryland, quart	0 20	0 25

VEGETABLES. — Tomatoes have again advanced 50 cents per case, and even at high price now reached dealers claim there is no money in them for anybody owing to poor condition in which they are arriving. One local dealer states: "They arrive 50 per cent. green, and many of the rest are spotted and rotten. It's a losing proposition both for wholesaler and retailer."

Beans, green, hamper	....	3 50
Beans, wax, hamper	....	4 50
Beets, per bag	0 60	0 75
Beets, imported, per doz.	....	1 00
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, per bbl. (about 3 doz. heads)	0 75	1 00
Cabbage, Charlston, new, crate 5-6 doz.	2 75	3 00
Cauliflower, hamper	4 00	6 00
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz.	....	1 75
Cucumbers, Florida, hamper	4 25	4 50
Egg plant, per crate of 30 to 45	3 50	4 00
French Indive, case of 16 to 17 lbs	....	5 50
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 00
Mushrooms, per lb.	0 85	1 00
Onions—		
Onions, Egyptian, sack of 112 lbs.	....	2 75
Canadian onions, 75 lb. bag	0 60	0 75
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 50	0 60
Peppers, green, hamper of 6 boxes	2 50	3 00
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Potatoes, Ontario, per bag	0 75	0 85
Potatoes, New Brunswick, per bag	0 95	1 00
Potatoes, new, Bermuda, hamper	....	2 75
Potatoes, new, Bermuda, barrel	....	7 50
Radishes, hamper	1 50	2 00
Rhubarb, according to size, doz. bunches	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	4 50	5 00
Water cress, per doz. bunches	....	0 25

Fresh Fish Sold Almost Exclusively

Heavy Catches on Atlantic Coast—Record for Halibut Unprecedented—Lake and River Fish Beginning to Offer in Quantities and Moving Freely—Trade Everywhere Steady.

Fresh fish are now being sold almost exclusively on all markets. Still some frozen and smoked are being offered, but with warmer weather, both these lines are dropping off.

Catches on Atlantic coast are reported as especially heavy, causing sharp reduction on prices all round. It is stated that never before were receipts of halibut so heavy as last week at this season of the year. Herring too, are striking in so that large catches are expected in these.

On inland markets fresh lake and river fish are now making a big feature. First catches of Lake Ontario fish appeared on Toronto market early this week and show No. 1 quality. Fresh sturgeon, salmon, whitefish and trout are all expected on markets in quantities within next couple of weeks.

MONTREAL.

FISH.—Trading in fish at present is quiet. No interesting features have appeared during past week. Fresh fish are coming more freely and are selling well. Haddock and halibut are more plentiful than last week. Prices, however, remain practically same. Frozen fish are moving slowly while sales of salt are small. Fresh smoked haddies are selling fairly well for this season, but demand for them is limited as consumer seems to prefer fresh lake and river fish to any other kind. Shell fish trading is quiet. Lower price on lobsters has increased sale of this line. Canned fish are moving more freely this week than for some time past.

FROZEN FISH.

Herring, per 100 fish medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	0 10	0 12

FRESH FISH.

Bluefish, fancy, per lb.		0 15
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak, cod, per lb.	....	0 06
Tom cod, new, per bbl.	....	0 06
Founders, per lb.	....	0 04
Haddock, fresh, per lb., by express	0 05	0 06
Halibut, fresh, per lb.	0 13	0 14
Herring, lake, per 100 lbs.	....	2 00
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 10
Pike, dressed and headless, per lb.	....	0 07
Pike, round	....	0 06
Perch, dressed	0 09	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb	0 10½
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	6 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	6 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 [illegible]
Haddies, extra fancy, per lb.	....	0 10
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

CRUSTACEANS.

Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Brawns, per gal.	....	2 00

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal		1 90
Bulk standards, gal., $1.40; selects		1 60
Clams, per bbls.	....	6 50
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 23

TORONTO.

FISH.—Business in fish during past week has been good and is likely to increase even more with warmer weather. Fresh lines are moving quite freely, practically taking place of frozen altogether. Early in the week Lake Ontario whitefish and trout had not appeared on wholesale market, but some retailers who buy direct, received first shipments on Monday, so that these may soon be expected. Catches from Lake Ontario this season so far show excellent quality and are said to be the finest yet. Fresh caught sturgeon, and salmon, have also been on retail market, but only in small lots.

Sale for smoked fish is dropping off materially with warmer weather advancing. Salt fish hold about same, but are quiet.

FROZEN FISH.

Qualla salmon, per lb.	0 08	0 09
Halibut, per lb.	....	0 12
Pickerel, per lb.	....	0 09
Restiguse salmon, per lb.	....	0 20
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Trout, per lb.	0 11	0 12
Whitefish, per lb. straight	0 10	0 12

FRESH CAUGHT FISH.

Haddock	0 07	0 08
Halibut, per lb.	0 13	0 14
Herring, per lb.	....	0 08
Lake shad, basket of 20 lbs.	....	0 85
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 35	0 40
Perch, per lb.	....	0 06
Roe shad, each	....	1 50
Steak cod	....	0 10
Suckers, per lb.	....	0 05
Whitefish, per lb.	....	0 16
Wrinkles, per bush.	....	3 50

SMOKED.

Ciscoes, per basket	....	1 00
Ciscoes, per box of 15 lbs.	....	1 50
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

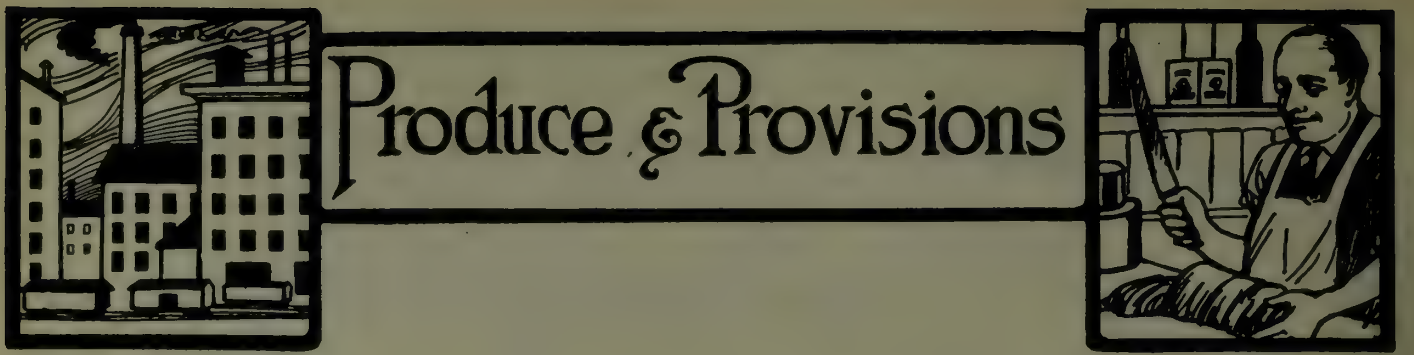
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish nerring, Loch Fyne, per kit	....	1 00
Oysters—		
Selects, per gallon	1 75	2 00
Straight, 1 gal. lots	....	1 75
Straights, 3 gal. lots	....	1 75
Straights, 5 gal. lots	....	1 65
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Enormous quantities of fish were landed at Halifax during past week. All records for season were broken. Market was glutted and as result prices were shaded all round. A fleet of 28 vessels landed about 130,000 pounds of mixed fish. Of this quantity, over 70,000 were halibut. At present there is only a fair demand for fish and dealers are stocked up. Several of the coastal points report that herring are striking in, and some fair catches have been made. There is an excellent demand for oysters, both in bulk and shell. Lobsters are more plentiful now than at any time this season.



Provisions Firm; Butter Situation Shaky

Trade in Pork Products Steadily Increasing—Decline in Butter Expected as Soon as Grass Makes Begin to Offer—Already a Decline of One Cent. in Montreal—Future of Cheese Puzzling.

Provision market from price standpoint is unchanged since last week. If anything situation is a little firmer, and high figures reached last week are being fully maintained. In Toronto some dealers have even advanced light hams to 19 cents, and backs, boneless, as high as 26 cents, which shows clearly tendency of market. Offerings of hogs early in week were light and rapidly taken up. Demand is increasing week by week as warm weather advances, so that good steady trade is passing.

Butter market continues to hang on at high level. Dealers expecting a decline at almost any time, are working altogether on a hand-to-mouth basis. Fresh makes have been offering freely in Montreal, so that a decline of 1c per lb. was made this week. Fine dairy continues quite scarce, but situation will soon be relieved by introduction of new grass makes.

Trade in cheese is quiet, but steady. Holders of old cheese are working off their stocks as fast as possible, both to domestic and export trades. What future of cheese market will be after introduction of new tariff is a puzzle. General opinion is that the sooner tariff is settled the better for whole cheese market.

Following table shows receipts of butter, eggs and cheese on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
For week end. April 19, 1913..	2,445	812	19,094
For week end. April 20, 1912..	4,659	1,961	11,044
For week end. April 5, 1913...	1,042	42	12,908

MONTREAL.

PROVISIONS.—Provision market this week is devoid of interesting features. Trading is quiet and steady, with prices firm at last week's level. Canned meats are beginning to move, and quite a large number of orders for these goods have been booked. Lard is selling, but biggest demand is for bacon and hams. Live hogs are selling at $10.30 to $10.35 per cwt. and dressed at $15.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb...	....	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 17
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19	0 19½
Extra small sizes, under 12 lbs., per lb...	....	0 19½
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 18
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 18
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb...	....	0 16
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
COOKED MEATS—		
Boiled ham, small, skinless, boned, lb..	....	0 28
Jellied tongue, 10 lb., open tins, lb...	....	0 28
Headcheese, per lb.	....	0 10
English brawn, per lb.	....	0 12½
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb........	....	0 14½
Flanks, bone in, not smoked, lb.	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb........	0 15	0 15½
Tubs, 50 lbs. net, lb.	0 15⅜	0 15½
Boxes, 50 lbs. net, per lb........	....	0 15¼
Pails, wood, 20 lbs. net, lb.	0 15½	0 15¾
Pails, tin, 20 lbs. gross, lb.	....	0 15
Cases, tins, 10 lbs. each, lb........	0 15¾	0 16
Cases, tins, 5 lbs. each, lb........	0 16	0 16½
Cases, tins, 3 lbs. each, lb........	0 16	0 16½
One pound bricks, 60 in case........	0 16½	0 16¾
COMPOUND LARD—		
Tierces, 375 lbs., per lb........	....	0 09¾
Tubs, 50 lbs. net, per lb........	....	0 10⅛
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 5 lb. tins, 60 lbs. in case......	....	0 10¾
Cases, 3 lb. tins, 60 lbs. to case......	....	0 10¾
One pound bricks, 60 lb. cases........	0 11½	0 12
BARRELLED PORK.		
Heavy Canada short cut mess, bbl., 35-45 pcs...		$28 50
Canada short cut back pork, 45-55 pcs., bbl......		28 00
Heavy short cut clear pork, bbl.		27 50
Heavy clear fat backs, 40-50 pcs., bbl........		28 50
Heavy clear fat backs, 60-70 pcs., bbl........		27 00
Flank fat pork, bbl.		28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........		6 00
SUNDRIES.		
Cottage rolls, small, 4 lbs., per lb........		0 18
Bologna, beef bungs, per lb.		0 07½
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb........	....	0 06
HOGS.		
Live weight, per 100 lbs.	10 30	10 35
Dressed pork, per 100 lb.		15 00

BUTTER.—Butter declined about 1c per pound this week owing to heavy receipts of fresh made butter. Creamery butter is now selling at 31c to 32c. Practically all September and October made creamery has been sold, and all butter now offered is fresh made or New Zealand, which is selling at 32c. Dairy butter in tubs is worth 25c to 26c.

Dairy tubs, lb.	0 25	0 26
Creamery, fresh made	0 31	0 32
New Zealand	....	0 32

EGGS.—Strictly new laid eggs are still holding firm at 23c, although receipts for week jumped 6,186 cases, total for week being 19,094 cases. This is 8,050 cases more than received during same week last year. Mild weather of past week certainly made hens shell out. Egg dealers are storing surplus receipts, but it is probable that prices will decline a few cents with heavier receipts. For larger orders it is rumored that 21c has been accepted, and, while this could not be verified, it is quite probable that prices would be shaded for large orders.

New laid eggs, per doz.	....	0 23

CHEESE.—Cheese market is a little easier this week. Large cheese remains same, but twins are selling at 14¾c to 15. Stilton has dropped to 16c to 17c. Demand continues steady.

Cheese—	New.	Old.
Large	0 14	0 14½
Twin	0 14¾	0 15
½ Twin	....	0 15
Stilton	0 16	0 17

POULTRY.—There is no change in poultry market, prices remaining the same. Demand is fair, with receipts ample to take care of business offered.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb........	....	0 24

HONEY.—There is very little business passing in honey just now. Prices are same as week ago.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—Provisions this week are firm with likelihood of remaining so, or even advancing. Demand keeps good, continuing to advance as warmer weather comes on. For wholesalers' buying, prices are holding out this week. Last week they were rather inclined to be easier but have now gone back and look as if they would be even a little higher if anything.

Lard continues to move out fairly freely with market holding steady.

Offerings in hogs vary greatly, but on whole all that are offered are quickly snatched up.

Smoked Meats—		
Light hams, per lb.	0 18½	0 19
Medium hams, per lb.	0 18	0 18½
Large hams, per lb.	0 16½	0 17
Backs, plain, per lb.	0 23	0 24
Backs, boneless, per lb.	0 24	0 26
Backs, pea meal	0 22	0 24
Breakfast bacon, per lb.	0 19	0 21
Roll bacon, per lb.	0 15½	0 16
Shoulders	0 13½	0 14½
Pickled Meats—1c less than smoked.		
Heavy mess pork, per bbl	22 00	23 00
Short cut, per bbl.	27 00	28 00
Cooked hams	0 26	0 27
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
Lard, tierces, per lb.	0 14	0 14¼
Lard, tubs, per lb.	0 14½	0 14¾
Lard, pails, per lb.	0 14¾	0 15
Lard, compound, 20 lb. pails	....	0 11
Lard, compound, 60 lb. tubs	....	0 10½
Lard, compounds, per lb., tierces	0 09	0 09½
Sausages—		
Bologna, beef, per lb.	....	0 07½
Bologna, ham, per lb.	....	0 11
Farmers, all pork, per lb.	....	0 13
Small sausage, per 11 lbs.	....	1 00
Summer sausage, German, lb.	....	0 22
Live hogs, fed and watered	....	9 50
Live hogs at country points	....	9 15
Dressed hogs	14 00	14 50

BUTTER.—Butter market still holds on at last week's figures so far as prices are concerned, but as season advances looks more and more like tottering to a fall. Decline will doubtless come as soon as grass makes begin to offer. This week, however, dairy is harder to get than ever, fine stuff being exceedingly scarce. From now on dealers look for drop in prices almost any time and are running largely on a hand to mouth basis.

	Per lb.	
Fresh creamery print	0 34	0 35
Creamery solids	0 29	0 31
Creamery prints, per lb.	0 31	0 34
Farmers' separator butter	0 27	0 32
Dairy prints, choice	0 26	0 30
Dairy solids	0 20	0 22

EGGS.—For some time dealers have been trying to hammer down the price paid for eggs in the country, but so far have met with little success, and continue to pay 17 to 18 cents. Offerings are quite liberal but just at present no further decline is expected in price to retailer.

Eggs—		
Strictly new laid per doz.	0 20	0 22

CHEESE.—Cheese situation is quiet with a good steady trade passing for domestic. Export is light, few orders being received.

Cheese—		
Old, large	0 14¾	0 15
Old, twins	0 15¼	0 15½
New, large	0 14	0 14¼
New, twins	0 14½	0 14¾

POULTRY.—Practically only cold storage are moving now. Fresh dressed are scarce, and it is next thing to impossible to get live at all, as all fowl are being kept for laying. One dealer states that he hasn't had a crate of live in for two weeks. Demand is good if only stocks could be secured.

Frozen—		
Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

HONEY.—Honey on market is so scarce that it is hard to get a price on it. Offerings are practically nil. Maple syrup is coming forward freely to fill demand.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	....	0 10½

To Buy and Sell Eggs on Quality Basis

Farm Produce Association Formed With Object of Eliminating the Bad Egg—After June 1 Buying and Selling Will be Done on New Basis—Officers Elected, With J. T. Madden, of Wm. Ryan Co., President.

Toronto, April 24.—At a meeting of produce men at the King Edward Hotel on Monday, the Canadian Farm Produce Association was formed, having for its object the elimination of the bad egg. It was decided that after June 1 next eggs would be bought and sold on a quality basis.

For many years the wholesale dealers in eggs in Canada have been complaining about the method in vogue, and many efforts have been made to deal in eggs on a quality basis only instead of on the case-count basis. The chief fault was that it put a premium on bad eggs, because in the market just as much was paid for them as for the good quality. Recently meetings were held in Toronto and Montreal, and the result was the convening of many of the leading egg dealers of Ontario and Quebec.

The Officers Elected.

At this meeting the above association was formed, and officers were elected. J. T. Madden, Toronto, was chosen president; John Gunn, Montreal, vice-president; H. P. Cowan, Toronto, secretary-treasurer. The following directors were appointed: J. Edmond, Quebec; J. Wilson, Montreal; Z. Limoges, Montreal; John Friedman, Montreal; W. Flavelle, Lindsay; R. N. McDougall, Owen Sound; J. B. Jackson, Simcoe; J. Porter, Wm. Davies Co., Toronto; M. Steinhauff, Swift Canadian Co., Toronto.

It was decided that until a more feasible method can be devised, eggs will be bought on the delivered, graded basis. They will be candled by receivers, and paid for according to grade. Rots will not be paid for, but a higher price will be given for good eggs.

John Bright, Live Stock Commissioner, Ottawa, was present, and conferred with the meeting. He advised that legislation would be desirable, and probably the appointment of local inspectors.

Want Producers Interested.

The association is not exclusively for buyers. At the meeting the association was declared open to producers as well. The aim is to put the egg trade on a quality basis, rather than the existing case-count basis, which is alleged to be detrimental to producers, merchants and consumers, because all of them have to pay their share for the rotten eggs that are marketed.

Among representatives present were: J. B. Renaud, Quebec; Z. Limoges, Montreal; John Hawley, Toronto; Wm. Davies Co., Toronto; Bowes, Limited, Toronto; Gunn, Langlois Co., Montreal; W. Scott, Peterboro; Swift Canadian Co., Toronto; J. A. Vaillancourt, Montreal; Gunns, Ltd., Toronto; Flavelles, Limited, Toronto; Whyte Packing Co., Stratford; W. R. Dawson Company, Inwood; Lemon Bros., Owen Sound; Ewing & Brownscombe, Toronto; Willard & Co., Toronto; F. C. Elford, Experimental Farm, Ottawa; Zinneham & Graham, Montreal; J. J. Fee, Toronto; W. T. McDougall & Co., Toronto; Matthew, Laing & Co., Montreal; J. E. Weston, Tillsonburg; J. B. Jackson, Simcoe; McDougall & Evans, Owen Sound; Brantford Cold Storage Co., Brantford; Matthews, Limited, Montreal; J. Daleymaple & Sons, Montreal; J. H. Levitt, Exeter; J. D. Moore & Co., St. Mary's; J. R. McNabb, Dungannon; Rutherford Marshall, Toronto; Harris Abattoir Co., Toronto; W. Champagne, Montreal; J. B. Moore, Galt.

◆

INTERESTING LEGAL CASE.

Montreal, April 24.—That a merchant selling goods on credit should be particular in notifying the buyer's landlord of the fact that the conditionally sold goods remain in the possession of the seller and are not to be considered as garnishing the rented premises until they are fully paid for, was shown by the dismissal of an opposition in a case disposed of by a Montreal judge recently.

In the suit at issue, the landlard had seized his tenant's furniture—this including certain articles which had been bought "on time" by the tenant and which had not been fully paid for. The merchant hearing of the seizure put in an opposition, representing that he was the owner of certain of the articles involved as the tenant had not finished paying for them. By the sale, it was understood that the buyer would not become possessor of the goods until they were fully paid for.

The merchant averred that a day or so after the tenant had bought the effects he had notified the landlord of this fact. He was unable, however, to prove positively that he had furnished the landlord with due notice, and in view of this the court held that, as far as the landlord was concerned, the effects had been rightly considered as being legally in the possession of the tenant, and thus the seizure placed upon them had been legal in every way. Hence the dismissal of the opposition and the maintenance of the seizure.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case ..	$2 00
½-lb. tins, 3 doz. in case..	1 25
¼-lb. tins, 4 doz. in case ..	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1-lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5. $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ....each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancake Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack ....$	2 15
Raspberry, red, h'vy syrup	2 15
Black currant	2 00
Red currant	1 85
Peach, white, heavy syrup	1 60
Pear, Bart., heavy syrup	1 77½
Jellies.	
Red currant	2 00
Black currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55
Marmalade.	
Orange jelly	1 55
Green fig	2.25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE.

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 40
Perfection, ½-lb. tins, doz.	2 85
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins., per lb.	0 35
Soluble, bulk, No. 1, lb...	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz..	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's, 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon, orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz..	0 90

Chocolate Confections—	Per lb.
Maple buds, 5-lb. boxes ...	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N.S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s ..	0 26
" Vanilla sticks, per grs	1 00
" Diamond chocolate, ½'s	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins. 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5. cakes, 6-lb. boxes, 20c lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case
Eagle Brand, ea. 4 doz....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 ds	5 40
Gold Seal Brand, ea. 4 doz	5 25
Mayflower Brand, ea. 4 doz	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz	4 75
Clover Brand, ea. 4 doz....	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 doz.	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz.	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 doz.	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, each. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk ...	4 50

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 28
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold Medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 28
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND,

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50-lb. case.

Terms—Net 30 days prepaid.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs., per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

	Ontario prices per doz.
Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S.

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottle (retail at 50c)	4 50
4 oz. bottle (retail at 90c)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES. BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s	7 50
Claret, pts., Cork, 50s	5 00
Champenoise, qts., Cork, 50s	8 00
Champenoise, pts., Cork, 50s	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicolas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil.

Cs. 200 7-oz. pieces, cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1-lb. pieces, cs.	4 50
Cs. 12 3-lb. bars, lb.	0 09
Cs. 25 11-lb. Bars, lb.	0 08

Cs. "Le Lune," 65 p.c. olive oil.

Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars, lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals, Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal. Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Haricots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ½ gal.	2 60

CANNED HADDIES, "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases 4 doz. each, flats, per case	5 40
Cases 4 doz. each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½-lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10
60 lb. tubs	0 10¼
20 lb. wood pails	0 10½
20 lb. tins	0 10
Cases, 3 lbs., 20 to case.	0 11
Cases, 5 lbs., 12 to case.	0 10¾
Cases, 10 lbs., 6 to case	0 10¾

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium, cases 2 doz., doz.	0 90
Large. cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," per box	0 22
8-lb. box "Special," box	0 44
5-lb. box "Standard," box.	0 27½
10-lb. box "Standard," box	0 55
60-lb. cases or 75-lb. bbls., per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), per lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb. box "Standard," box	0 60
25-lb. cases (loose), per lb.	0 06
25-lb. cases, 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5 00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall. gross lot	20 00

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT

Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest? Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales. Write to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers

HEAD OFFICE - - - WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY,

"Star Brand" BACON

Good Bacon is worth more than poor Bacon and all Bacon just now is high in price. Good Bacon, however, is worth the price, while we doubt if poor Bacon is cheap at any price. The prospects are that prices will be high this season, because the demand is increasing, while the supply appears to be growing less. We would advise buying as your requirements demand; buy the best and buy only the "Star Brand."

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size	$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)	7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)	6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz	1 40
5 lb. tins, 1 and 2 doz., crates, per doz.	3 00

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson' Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
8-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½

(20-lb. boxes ¼c higher than 40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case	2 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	2 75
5-lb. tins, 1 doz. in case	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case	3 50
5-lb. tins, 1 doz. in case	4 00
10-lb. tins, ½ doz. in case	3 95
20-lb. tins, ¼ doz. in case	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case	$ 1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking—Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at	.42	.60
Gold Label, retail at	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Melagama

Tea and Coffee means more profit to you—more repeat orders, and better satisfied customers. That is why we guarantee sales or refund your money.

Order a case of each to-day by phone, wire or mail, at our expense. We Pay the Freight.

Packed by
Minto Bros.
TORONTO
Established 39 Years

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One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

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Timothy	6.00
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Alsyke Clover	24.00
Timothy	5.50
No. 3 Government Standard.	
Red Clover (nearly No. 2)	20.00
Red Clover	20.00
Alyske Clover	20.00
Timothy	4.50
Dutch Set Onions	**10.00**
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Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

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"St. Nicholas"
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"Kicking"

The Brands you should always buy, especially when giving your jobber phone or mail orders.

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Last spring hundreds of energetic young men and women earned the money with which they paid for their summer vacation by looking after our business in their own neighborhood.

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We have a special department for handling Fish. A new cold storage plant having recently been installed. Our supplies are received direct from sources of production and we aim to give our customers

The Best Quality, the Largest Variety, at Lowest Market Prices

FRESH HALIBUT, FRESH TROUT, WHITEFISH, FRESH HADDIES FILLETS, WINKLES, LIVE LOBSTERS, COD, HADDOCK.

Try Us!

WHITE & CO., LIMITED
Wholesale Fruit and Fish
TORONTO

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We are headquarters for the finest stock, and can fill your requirements throughout the entire season with strictly selected goods of the very highest quality and thoroughly reliable pack.

Bananas, Oranges, Lemons Strawberries

All green vegetables fresh every day.

THE HOUSE OF QUALITY
HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

ARCTIC REFRIGERATORS

Lead in the refrigeration world.

For real refrigeration, genuine sanitation, handsome appearance, and handiness, the Arctic has yet to have an equal. If this were not so, there would not be the long list of users throughout Canada that there are. The "Arctic" dry cold circulation is perfection itself.

Send to-day for 1913 catalogue.
We have a full line of our goods in stock.
We build refrigerators to suit your particular requirements.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

The American Computing Co. of Canada
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Antiseptic, Non-injurious Leaves the skin smooth and soft.

Cleans sinks, pots, pans, better than any of those "finger eating" cleansers. May seem strange, but TRUE.

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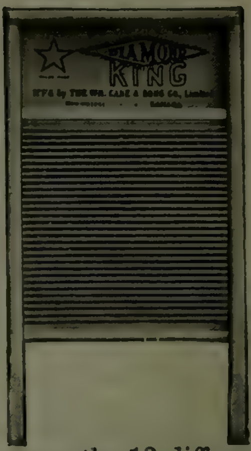
THE QUALITY OF
CANE'S WASHBOARDS
MAKES THEM QUICK SELLERS AND SATISFACTION GIVERS.



Among the 13 different styles and grades we have a board at a price which every class of trade can afford.
Customers can tell at a glance that Cane's Wash Boards are superior to others.
Your jobber has them in all styles and grades.
Write us for catalogue.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, -:- ONTARIO

ROSE QUESNEL
A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

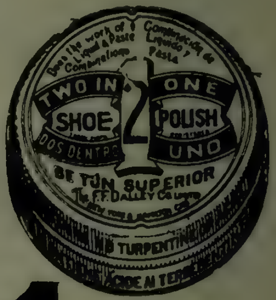
and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec



Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 **in 1** shoe polish has made it the most popular of all

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.

THE BOWSER OUTFIT is a big Advertisement for your store

The **clean** grocery is the one that does the best business, but you can't have a clean store if you sell oil from the old-fashioned tank, dripping oil, spoiling and tainting other goods. Get a

BOWSER SAFE SELF-MEASURING OIL TANK

and show your customers you are up-to-date; **make money** on oil instead of letting your profits **drip away**. The **BOWSER** outfit does away with the nasty, oily funnel and measure; when you have to fill an odd measure, such as a lamp or oil stove tank, it shows at a glance how much to charge. The **BOWSER** gauge shows how much oil is left in your tank. The BOWSER automatic stop cuts off the oil the instant you cease to pump, and prevents dripping. You can't afford to be without a BOWSER outfit, because you're **losing** enough to pay for it without having the benefit of its cleanliness and convenience. Write at once for our FREE catalogue.

S. F. Bowser & Co., Inc., 72-73 FRAZER AVENUE **Toronto, Ont., Can.**

Made by Canadian Workmen and sold by Canadian Salesmen.

Patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasoline and oil storage systems, oil filtration and circulating systems, dry cleaning systems, etc.
Established 1885.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
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Albert Dunn, 67 St. Peter St., for Quebec City.

LEITCH ANCHOR BRAND OAK LAKE

EVERY POUND OF ANCHOR BRAND FLOUR

is of supreme excellence

and if there could be a higher quality flour made from Manitoba Hard Wheat, its name would be **Anchor Brand Flour,** because for 25 years we have made it a specialty to keep ahead of all mills by manufacturing just that kind of products that can appeal to discriminative buyers who prefer to even pay a little more money and be sure to get all the quality possible.......and our success is to-day unquestionable as **Millers of Quality,** particularly because we limit our milling capacity to the amount of high grade wheat available in the harvest. Get a free sample big enough for a test baking.

Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case	$3.60
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Banner Condensed Milk, 4 doz. in case	5.25

J. Malcolm & Son, St. George, Ont.

Sterling BRAND PRODUCTS

will please your customers. They have that piquant, delicious flavor of the home-made kind. There is the reason.

JAMS
JELLIES
MARMALADES
CRUSHED FRUITS
PICKLES
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CATSUPS

THE
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A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

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are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

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Limited
TORONTO

The Habit Grows Meadow Cream Sodas

Start the habit of handling our Meadow Cream and watch it grow and your profits increase.

The
W. J. Crothers Co., Ltd.
Kingston

Grocers! Attention!

Have You Ever
Featured Our

SOAPS?

	Per case.
Wonderful Soap (100 cakes) . .	$4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes) . . .	2.30
Crystal Soap Chips (100 pkg.) .	3.75

Freight Paid 5 Case Lots.

	Per lb.
Crystal Soap Chips (200 lb. bbl.)	5½c.

Freight Paid.

Yours for Quality.

GUELPH SOAP CO.
GUELPH - ONTARIO

Fill Your Orders With

"DAPHNE"

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers With Satisfaction

PACKED BY
GUGGENHIME & CO.
SAN FRANCISCO.

AGENTS
ROSE & LAFLAMME
Limited
MONTREAL

The Hall-Mark Of Sardine Superiority

By Special Royal Permission.

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

INSIST ON "KING OSCAR" BRAND

CANADIAN AGENTS:

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(J. A. Henderson)
Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

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YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); the Codville Co. (and branches).
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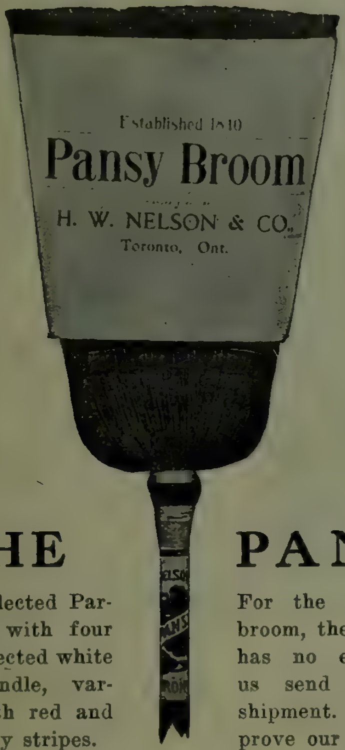
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN, ILL., U.S.A.

THE BEST GOOD BROOMS



THE PANSY

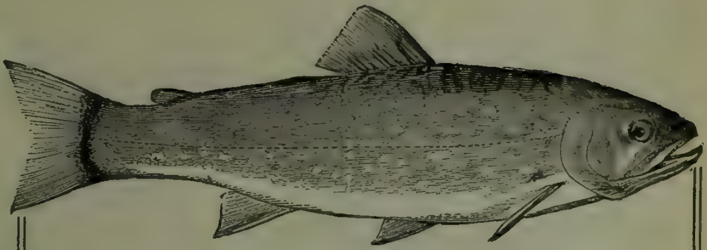
This is Selected Parlor brush with four strings, selected white maple handle, varnished with red and green fancy stripes.

For the Best Good broom, the "Pansy" has no equal. Let us send a sample shipment. It will prove our claim.

Made in the largest and best equipped factory in the country.

We have a very wide experience in the manufacture of all kinds of brooms, brushes, woodenware, etc., having been established in 1840. Nearly three-quarters of a century has served to make the Pansy Brand the standard by which all other lines are judged.

H. W. NELSON & COMPANY
LIMITED
TORONTO - ONTARIO



A FISH 5 MINUTES FROM THE WATER

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED
Black's Harbor, N.B.

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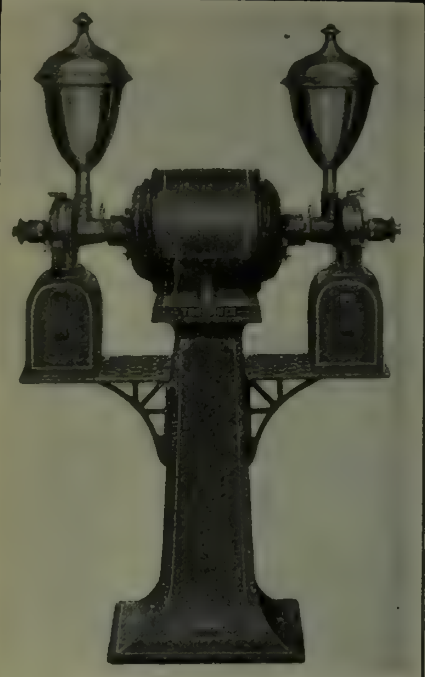


Connected Direct

The motor on the Troemmer Double Coffee Mill is connected direct with the grinders — no waste power. Fuller particulars and prices sent on request.

We are agents in U.S. and Canada for Henry Troemmer Agate Bearing Scales, exclusive tea, coffee and spice bins. Attractive and modernly equipped stores draw custom. Lowest possible prices, estimates and information furnished on request.

J. A. FLESCH & SON

1300 Medinah Building
178 W. Jackson Blvd. **Chicago**

Your Trade For OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

D. W. C.
SPANISH OLIVES

The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot.

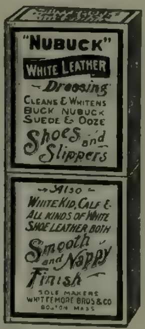
ROWAT & CO.
Glasgow, Scotland

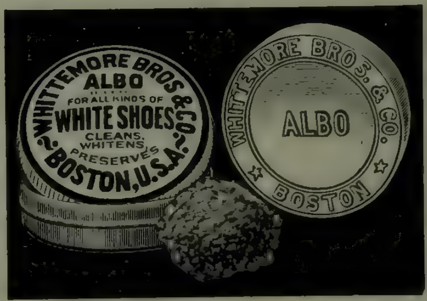
CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Finest Quality

Whittemore's Shoe Polishes

Largest Variety





Oldest and Largest Manufacturers of Shoe Polishes in the World

"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

"ALBO" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retails 10c. Each cake in a handsome aluminum box with sponge. Retails 25c.

"NUBUCK" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"DANDY" COMBINATION. For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. **"STAR"** russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"ELITE" COMBINATION. For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. **"BABY ELITE" COMBINATION** (10c size). **"ELITE" PASTE** in 5 sizes.

"QUICK WHITE" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.
For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

10,000 Business Men Will Gather Here

This is a picture of the spacious Fifth Regiment Armory in Baltimore. The sessions of the ninth

Annual Convention of the Associated Advertising Clubs

of America will be held here June 8 to 13, 1913. Delegates from one hundred and thirty five American and Canadian Clubs, and thousands of other advertising and business men will be present. Great Britain, Germany and other European countries will also send strong delegations.

The meetings will be addressed by the most forceful and interesting speakers among the successful advertising buyers of the country—men who have successfully conducted epoch making campaigns. Open departmental and other special sessions will be devoted to the problems of the various branches and phases of the great business of advertising. Here every man will have an opportunity to say his say, and those who have solved the perplexing problems of modern publicity and merchandising will tell their audiences how they did it.

In addition to these business meetings, nearly every pulpit in Baltimore will be occupied on Sunday, June 8th, by prominent advertising men, who will tell how closely advertising is linked with the religious and social progress of our time.

The evenings will be devoted to a series of unique entertainments to which all delegates and guests will be invited, and throughout the whole convention, Baltimore will more than maintain her enviable reputation for warm, generous, open-handed hospitality.

You do not need to be an advertising club member in order to be welcomed at this convention—all business men are invited. If you cannot come yourself, send your advertising or sales manager. Make your plans now—write to the address below for the full program of the convention, hotel accommodations, etc.

Associated Advertising Clubs of America
Convention Bureau
1 North Calvert Street
Baltimore, Md.

The Appearance of Package The Quality of Goods And The Profit

All should be considered in purchasing. Do you consider along these lines? If so, you have just made one omission—you have not secured samples of the

Red Rose specialties:

BAKING POWDER
JELLIES EXTRACTS

They are "just it."

Our Cloudy Ammonia and
Brodie's British Plate Powder
also win trade.

A. W. Hugman, Limited
MONTREAL

Success in Pleasing

is the short cut to prosperity; hence a range of household helps of best quality which every grocer can sell with sure knowledge that his customers endorse every claim made for them.

Brasso Metal Polish.
Reckitt's Blue.
Zebra Stove Polish.
Dome Blacklead.

WORLD RENOWNED
C.F. St.&Co
BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it that he must spend money—lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

MILLMAN
GROCER
THERE IS A DIFFERENCE.
RICHARDS QUICK NAPTHA SOAP IS DIFFERENT FROM OTHER MAKES IT IS MADE TO DO THINGS WHICH OTHER SOAPS WILL NOT DO - TO LATHER FREELY IN ANY KIND OF WATER, HARD AS WELL AS SOFT TO WORK BEST IN COLD LUKEWARM WATER TO LOOSEN DIRT WITHOUT HARD RUBBING TROUBLESOME BOILING IN A STEAM DRIPPING KITCHEN. TRY IT.
Sweetens the Water
Removes Grease
QUICK NAPTHA
QUICK NAPTHA

26½%

PROFIT FOR YOU

Date 1913

....

Wholesale Grocers.

....

Gentlemen:

Send us, FREE OF CHARGE, Twenty (5c.) Bars of Quick-Naptha Soap, one large Window Display, including colored paper, Special Signs and Display Cartons, and 50 Premium lists (with our name and address).

In consideration of these Free Goods you may ship us from Woodstock, Freight prepaid, the following assortment of Soaps:—

5 cases ......Richards Quick-Naptha Soap. ......Richards Pure Soap. ......Snow Flake Chips (100 pkg.)	at $4.15	$20.75
20 Bars Quick-Naptha, Free (mentioned above.)		.00
	Total	$20.75

Yours truly,

Name ....

Adress ....

MR. DEALER. FILL OUT THE ABOVE AND MAIL TO YOUR WHOLESALER *TO-DAY*. THIS IS AN EXCEPTIONAL OFFER FOR AN *EXCEPTIONAL* SOAP.

The RICHARDS PURE SOAP CO., Limited - Woodstock, Ontario

Add $5.00 to Your Weekly Salary

DO you want to increase your salary by at least $5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn $5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,

143-149 University Avenue, - TORONTO, Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word, Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATION WANTED.

GLASS AND CHINA SALESMAN, MANAGER, buyer, 17 years' experience, desires position as manager, buyer, retail or traveller wholesale. Good references. Apply A. J. F., care of Canadian Grocer, Toronto.

SITUATION VACANT

GROCER WANTED — ONE HAVING EXperience, particularly in window dressing, card writing and ad. writing. Apply C. T. Woodside, Saskatoon, Sask.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

SALESMEN WANTED.

SALESMEN WANTED—CALLING ON GROcery trade, to sell an article of daily consumption. Box 150, Canadian Grocer.

FOR SALE

GROCERY BUSINESS FOR SALE IN VANcouver—stock and fixtures about $2,000. Can be taken at invoice. Sales over $2,100 monthly, and increasing. Apply Box 474, Canadian Grocer, Toronto.

WELL ESTABLISHED GROCERY BUSIness on corner, in Fort William. Turnover $2,600.00. About $1,500.00 will handle this. Apply Box 475, Canadian Grocer, Toronto.

MISCELLANEOUS

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

COMPETENT STENOGRAPHERS IN search of positions, register at our free employment department. We have a number of applications on file. Call up Remington Typewriter Co., Ltd., when in need of an operator, 144 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

Tell Your Trade

MAPLEINE

Suits the Fastidious

It's different, dainty, delicate. Used like Lemon or Vanilla in Cakes, Icings, Ice Cream, Candies, and Desserts, and for Table Syrup.
Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

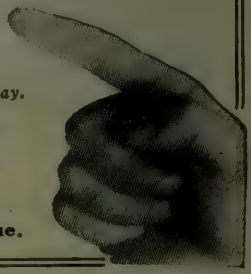
The Sanitary Fly Destroyer, Non-Poisonous.

Let Us Collect Your Accounts

that have been standing for some time. You cannot afford to throw this money away without giving us a chance to redeem it. We make

Absolutely No Charge

if we do not collect the money.

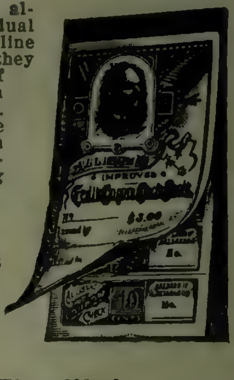


Send for forms to-day.

The Nagle Mercantile Agency

Westmount, Que.

YOU CAN "PLAY SAFE" ON CREDIT ACCOUNTS SAME AS A BANK DOES



When a bank allows an individual or company a "line of credit" they make sure of their position in advance. You can make yourself safe on your credit customers by using

ALLISON

Coupon Books

Besides they save a lot of time in bookkeeping, collecting, etc.

How They Work

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books no charging, no time wasted, no errors, no disputes.

For sale everywhere by jobbers.

ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

When writing advertisers, kindly mention having seen the ad. in this paper.

Buyers' Guide

COMPLETE YOUR
TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
189 Amherst St., - - Montreal.

PICKLES & CATSUP
Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
H. BOURQUE & SON
MONTREAL.

O. E. Robinson & Co.
Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
How is your stock? Don't forget to give us a call when you begin to get short.
COUVRETTE & SAURIOL
Wholesale Grocers - - Montreal.

OLYMPIA AND
BEN BEY CIGARS
are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

Let Us Make Your Store Fixtures
We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the
Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

Biscuits and Confectionery
Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
THE AETNA BISCUIT CO., LTD., MONTREAL.

COMTE'S COFFEES
Satisfy every user. Let's tell you why.
Address
146 St. Urban St. - Montreal

SUCHARD'S COCOA
You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal, Agents.

BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

AGENTS WANTED
THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

OLIVE OIL FROM NICE
GUARANTEED PURE
in Casks, Cans and Bottles
JULES VALERI & CO.
Nice (France) Established in 1780
EXPORTERS TO ALL COUNTRIES

SWEEPING POWDER In Bulk only
"NO-DUST"
The strong disinfectant with pleasant, refreshing odor.
No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

HOLLAND RUSK

a food product for all seasons. It will please your customers and build a profitable trade for you.

HOLLAND RUSK COMPANY
HOLLAND, .:. .:. MICH.

"That

PARIS PATÉ SANDWICH

Certainly is a Seller"

This is what the best of dealers are saying, and there's reason in the statement, too—**undoubtedly.**

Why It Excels

1. Particular care is taken in the selection of meats and spices.
   None But the Purest Are Used.
2. The tin is neat and attracts attention. (Get a sample.)
3. The housewife wants it for the kiddie's lunch, and the party when sandwiches are used.

One Tin, One Meal—
And Big Satisfaction.

N.B.—We will ship freight prepaid to any address, six trial tins for fifty cents.

Write

Socíété Francaise de Spécialtés Alimentaires

MONTREAL

AGENTS:

C. Grantham, Vancouver, B.C.
Woollard & Starratt, Edmonton, Alta.
Tees & Persse, Ltd., Winnipeg.
A. L. Martin, Port Arthur.
F. E. Robson, Toronto.
Fenwick & Hendry, Kingston and District.
Marshall Brokerage Co., London.
F. E. Roberge, Ottawa.
Buchanan & Ahern, Quebec.
J. W. Gorham, Halifax.

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—		FISHING STATIONS:—
"Location"	**FRESH FISH**	Skidegate
"Dreadnaught"		Aliford Bay
"Aliford Bay"		Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Hundreds of Successful Business Men——

read the Facts, Statistics, Forecasts, etc., published each week in

The Financial Post

Are you watching the Money Market and General Business Conditions?

Are you interested in Real Estate, Bonds or Stocks?

If you are you will appreciate the Post.

The service of the Post's Investor's Information Bureau is free to subscribers. Questions regarding financial matters are answered by special letter.

Write for Sample Copy. Published Saturdays. $3.00 per annum.

The Financial Post

OF CANADA

"The Canadian Newspaper for Investors"

TORONTO - - - - CANADA

Offices---Montreal, Toronto, Winnipeg, Regina, Vancouver, London, Eng., Chicago, New York.

IMPORTED CANNED GOODS

"SOLEIL" Brand

1912 PACK

Full assortment including:—

Best Quality. Reasonable Prices.

Petits Pois, Asparagus, Artichokes, Spinach, Haricots, Flageolets, Brussels Sprouts, etc.

"SOLEIL" SOUPS.

Julienne, Nouvelle au Printaniere, Chervil.

1913 Pack.

We are taking orders for these High-Class goods for delivery on arrival. In order to **Secure the Lowest Price of the Season, Order Now.**

CANADIAN CANNED GOODS

1912 Pack.

We have still in stock Tomatoes, Corn, Peas and many Fruits of 1912 **Pack,** on which we can quote very interesting prices.

1913 Pack.

We are now booking orders for our well-known **"VICTORIA"** brand, as well as for the most popular brands of **"The Dominion Canners"** for Fruits and Vegetables. Make Haste.

ORDER AT ONCE.

WRITE, PHONE, WIRE.

LAPORTE, MARTIN & CIE., LIMITEE

Tel. Main 3766 568 St. Paul St., MONTREAL

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If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

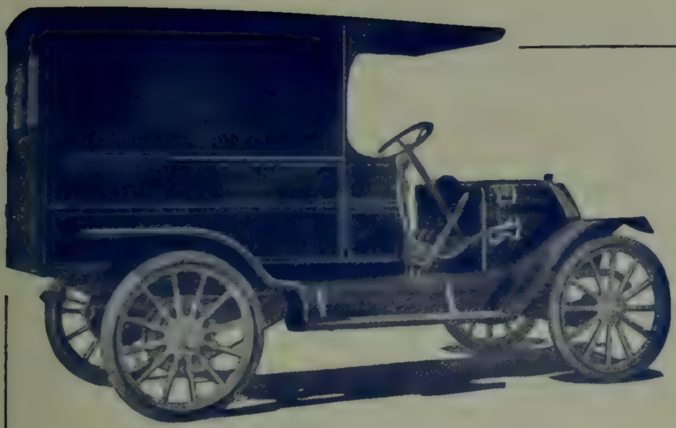
Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO **MONTREAL** **WINNIPEG**

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.



The Menard Commercial Car

Prices and full information on technical qualities on request.

The Many Advantages

embodied in motor car delivery are brought out in their fullest in the

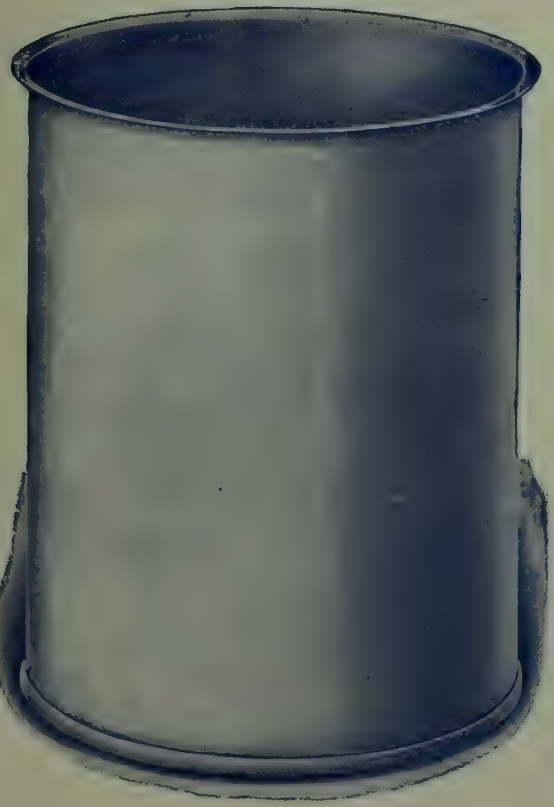
MENARD COMMERCIAL CAR

Efficiency, durability and promptness of delivery being the outstanding features. Auto delivery cuts down expenses, covers larger territory and attracts trade.

The Menard Commercial Car is quiet and reliable, has good speed and a carrying capacity up to 1,500 lbs.

Menard Commercial Motor Car Company

WINDSOR, - - ONTARIO



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY KEEWATIN TRADE MARK REGISTERED

Base your selling success on flour facts not on fine phrases.

IF you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon FIVE ROSES Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell FIVE ROSES?

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

It is a splendid flour indeed that not only stays sold upon introduction but radiates selling force wherever it goes, that intensifies the salesmanship of whomever handles it, either as buyer or seller.

Neither you, Brother Grocer, nor ourselves alone could ever have carried FIVE ROSES sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

WRITE NEAREST OFFICE

Montreal — *Toronto*
Ottawa — *London*
St. John — *Quebec*
Sudbury — *Keewatin*
Winnipeg — *Vancouver*
Portage la Prairie

Daily capacity—11,500 barrels

LAKE OF THE WOODS MILLING CO.
"The House of Character" *Limited*
MONTREAL

THIS IS THE 1,325th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MAY 2, 1913 No. 18

Velvet

THE SMOOTHEST
TOBACCO.

The object of this advertisement, Mr. Grocer, is to remind you to enter a few extra pounds of the "smoothest" tobacco on your next order slip, so as to have the goods to meet the increasing demand for the popular red tin. Build up your trade with brands of an established reputation, and insure your profits.

"Velvet is packed in 1/10 lb. tins. 3 lb. Cartons.
$1.05 per lb.

Sold by all the Wholesale Trade

ENTERPRISE
Beef Shavers

More than a Slice a Second is the "Enterprise" Way

The Enterprise beef slicer is made in two styles—No. 23 is the smoked beef shaver with self-sharpening device. The knife is suspended pendulum-like, and each stroke cuts a slice cleanly and quickly. It is regulated automatically to cut from tissue thickness to an eighth of an inch.

Enterprise Rotary Smoked Beef Shaver with Self-Sharpening Device achieves the very highest point in the manufacture of this type of machine. The feed is easily regulated and cannot shift while in use. Slices are absolutely uniform always, the machine being capable of cutting from tissue thickness to a quarter of an inch. The sliced beef falls into a drawer which holds about two pounds.

Either machine will give you entire satisfaction for years and will rapidly earn its cost in increased sales and labor saving. All parts are interchangeable.

They cut without waste.

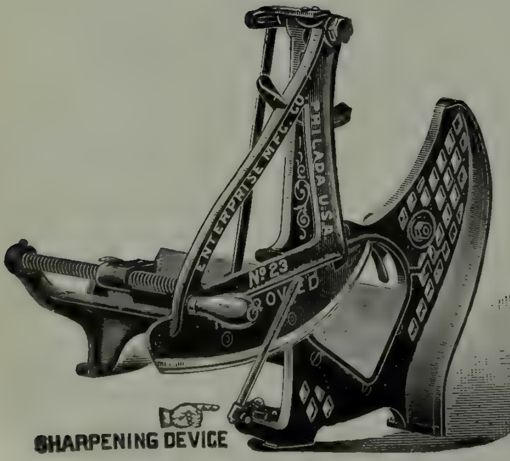
Write to-day for complete catalogue.

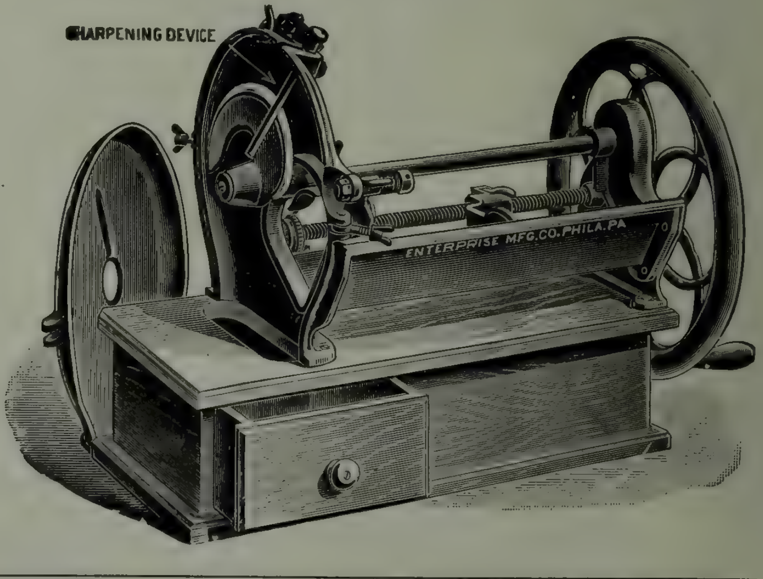
The ENTERPRISE MFG. CO. *of* PA.

Patented Hardware Specialties

29 Murray Street, New York
176 North Dearborn Street, Chicago
530 Golden Gate Avenue, San Francisco

Philadelphia, U.S.A.





The Standard **The World Over**

BRITISH MADE **FOR CANADIANS**

A Delicious Summer Dessert

COX'S INSTANT POWDERED GELATINE

And Fresh Ripe Fruits

FOR well nigh three quarters of a century COX'S GELATINE has been the standard the world over. It has been the summer and winter table delicacy since the days of our grand parents and has lightened the worries of many a tired housewife.

COX'S
INSTANT POWDERED GELATINE
GUARANTEED ABSOLUTELY PURE
SOLD TO PUBLIC IN PACKETS ONLY
J&G Cox
TWO QUART SIZE
KEEP IN A DRY PLACE

THE most delicious Jelly can be made in an instant without any labor or fuss. When this is added to fresh ripe fruits there is nothing so appetizing for a dessert in either hot or cold weather.

COX'S
INSTANT POWDERED GELATINE
GUARANTEED ABSOLUTELY PURE
SOLD TO PUBLIC IN PACKETS ONLY
J&G Cox
TWO QUART SIZE
KEEP IN A DRY PLACE

Suggest COX'S to your patrons.

For Sale Everywhere

A Table Delight for Old and Young

Jelly, as a sweet at luncheon or dinner, is unsurpassed—if it is Chivers.'

Chivers' Table Jellies

owe their immense popularity to the fact that they are flavored with ripe fruit juices, from the finest fruit obtainable, and are prepared with exquisite care and scrupulous cleanliness. Chivers' Gold Medal Jelly is put up in fourteen distinct flavors, every one a wholesome and delicious table delight.

In these days of careful buying regarding purity, you can sell Chivers' and have a confidence in the sale that it will satisfy the most particular customer. Its excellence of quality will gain many repeats.

STOCK UP—THE PROFIT IS GUARANTEED.

CHIVERS & SONS, LIMITED

FRUIT GROWERS

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents :

THE W. H. MALKIN CO., LTD.
57 Water St.
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

Eagle Brand Condensed Milk

(THE ORIGINAL SINCE 1857)

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Bordens Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

St. Charles Brand Evaporated Milk

BORDEN'S MILK PRODUCTS

have held the pinnacle position for quality for over 57 years. They receive highest awards wherever exhibited. **Every dealer should handle Borden's.**

Peerless Brand Evaporated Milk

Borden Milk Co., Ltd.

"Leaders of Quality"

MONTREAL

Branch Office No. 2 Arcade Bldg.,
Vancouver • B.C.

Jersey Brand Evaporated Milk

REINDEER BRAND
CONDENSED COFFEE
CONDENSED MILK

(Ready for use)

High Class Goods

There are some lines handled by a grocer which must be the highest grade obtainable.

Canned Lobsters

are a very important line of goods in this connection. You can't afford to handle any but the best.

Ice Castle Brand

is absolutely the highest grade on the market

Deliveries of 1913 Pack

will be made to early purchasers next week.

Don't fail to get your order in if not already placed, as supply is very limited.

J. W. WINDSOR, -:- **MONTREAL**

TALK THAT IS PROFITABLE

Tell your customers about Simcoe Baked Beans Cheaper and Better.

Price and Quality is an absolutely convincing line of talk.

"SIMCOE" BAKED BEANS

are cooked in such a way that all of the nutriment is retained.

Pork and Sauces are added to give them piquancy.

Note the fine flavor of the Tomato Sauce in comparing with other Beans.

Dominion Canners
LIMITED
Hamilton, :-: :-: Canada

Conforms to the Government's Standard

SHIRRIFF'S True Vanilla conforms to the standard of the Dominion Government's New Pure Food Law which is now in effect. In fact, we are pleased to state that

Shirriff's

True Vanilla

is stronger than the Government's standard for purity. It is absolutely pure, being the extract of the finest Mexican Vanilla Beans.

So far the Pure Food Law only fixes a standard for Vanilla and Lemon Extracts. But you can depend on all Shirriff's Extracts being high-class — well worthy of your strongest recommendation.

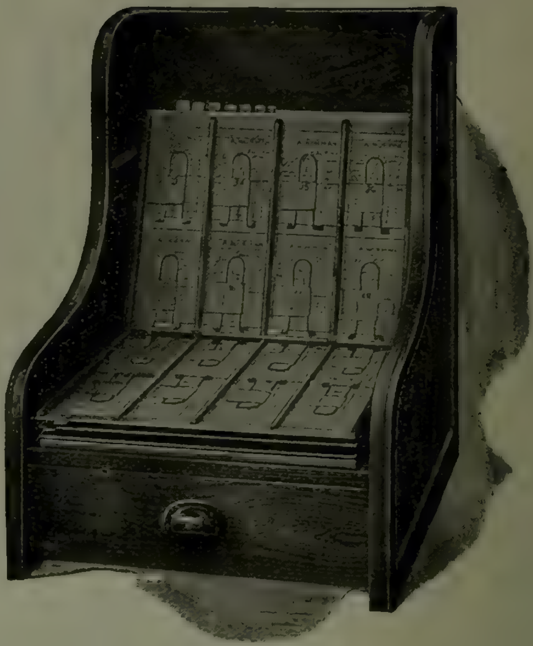
Look us your stock of Shirriff's Extracts. Perhaps some lines are getting low. And now that the Pure Food Law is in force, the demand for absolutely pure Vanilla and Lemon Extracts will be greater than ever.

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

Safe From Mistakes Safe From Fire



That's the way your accounts should be kept

A few of the advantages of using the Ullman Account Register are:

First:— Your bookkeeping costs you nothing, and it is done **correctly.**

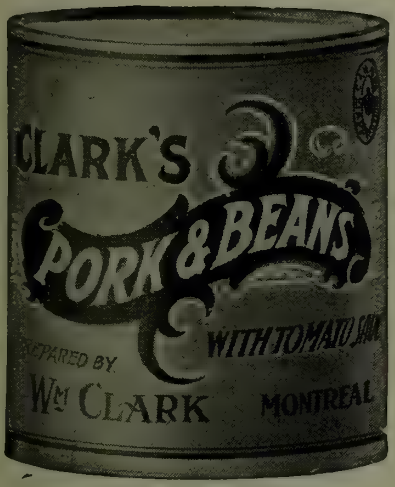
Second:—Your accounts are safe from fire, that's important enough to think about.

Third:— When you close your store at night you have the satisfaction of knowing that all your customers' accounts are posted up to the last cent. Write us to-day.

Live salesmen wanted in some localities.

The Hamilton Ideal Mfg. Co., Ltd.
Hamilton, Ontario

Clark's Pork and Beans



ARE THE
BEANS
THAT HAVE
THE

REPUTATION

Not one of mushroom growth but one born of mature experience and retained throughout the years by the maintenance of a QUALITY which is both unrivalled and unsurpassed.

CLARK'S name is a synonym for QUALITY.

CLARK'S REPUTATION is of the kind which is lasting and ensures you a steady flow of business

CLARK'S ADVERTISING helps to increase your turnover, and YOUR PROFIT on Clark's products is an equitable one.

CLARK'S PORK and BEANS ARE SELLERS

W. CLARK, :-: MONTREAL

EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

IF YOU ARE A
CONNOISSEUR OF GOOD COFFE
YOU KNOW

"KIT COFFEE IS THE BEST!"

THE "KIT" PRICE IS RIGHT. YOUR "KIT" PROFIT IS RIGHT SAMPLES FREE.

"KIT" WILL PLEASE YOUR CUSTOMERS. YOU PLEASE THEM BY SELLING THEM "KIT."

F. E. ROBSON & CO., TORONTO

ALEX. TYTLER, Temple Building, London, Ont.

W. H. LYNE USHER, 270 South St., Halifax, N.S.

KIT COFFEE CO. GOVAN, Glasgow

KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.

G. C. WARREN, Regina, Sask.

KIT COFFEE

"Perfectly simple to make Simply perfect when made"

CAN YOU FACE YOUR CUSTOMERS WITH A SMILE?

You can if you have installed a McCaskey System. The McCaskey establishes a permanent and pleasant trade relation between the dealer and customer. It gently draws in the payments at the proper time, and checks over-running the credit privileges.

THE McCASKEY ACCOUNT SYSTEM

avoids disputes, mistakes and losses. Saves labor and worry. Everything is totalled to the minute in one writing at time of purchase. No night work posting books, making out accounts, etc., etc.

Send for our Booklet, "Bookkeeping Without Books." It is interesting. Absolutely free.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER Co.
LIMITED

TORONTO - - - ONTARIO
Trafford Park, Manchester, Eng.

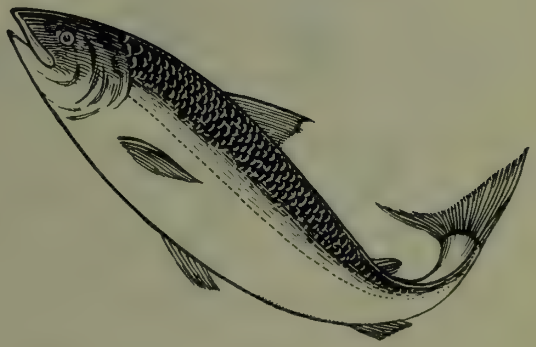
The Largest Manufacturers of Carbon Coated Salesbooks in the World.

Showing Electric Recorder and Cash Till

British Columbia
COHOE
SALMON

"SWEET PEA" BRAND

The Kind
Your Customers
Come Back For.



Anglo-British Columbia Packing Co., Ltd.
H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B. C.

DIAMOND CLEANSER

ABSOLUTELY ODORLESS
HARMLESS TO THE HANDS

Every good housewife in Canada will soon know and appreciate this superior cleaning powder. It is being extensively advertised. It is the best and most efficient for cleaning and scouring sinks, baths, tiles, cutlery, kitchen utensils, etc., etc.

DIAMOND WASHING POWDER

a superior dirt loosener for washing fine laces, fabrics, clothes of all kinds, dish washing, etc.
Satisfaction guaranteed.
Ask your wholesaler for them.

Diamond Cleanser Mfg. Co.
LIMITED
TORONTO ONTARIO

Your customers are buying H.P.—SOMEWHERE

It's short-sighted policy to send good customers elsewhere. Are you supplying them with H. P. Sauce? It sells freely—shows a good profit, and brings you a permanent and growing business. Try a bottle on your own table and you will see why it's selling so freely.

W. G. Patrick & Co., Limited. Toronto, Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd., Birmingham Eng.

H.P. SAUCE

N. C. BRAND CATSUP

Is Pure Sales Sure Profits Good

Jams Jellies Maple Syrup Mince Meat

Gold Lined Tins Embossed Labels

NATIONAL CANNERS, LIMITED

Hamilton, Ontario

CANADIAN MACARONI

Success follows the efforts of the grocer who stocks goods that meet the basic requirements of modern merchandising, viz: AN ABSOLUTE, UNVARYING STANDARD OF HIGHEST QUALITY.

Your past experience will tell you that lines possessing that requirement will make successful stores. You cannot buy any better Macaroni or Vermicelli than that packed under

Hirondelle Brand

(SWALLOW BRAND)

Macaroni and Vermicelli

Quality never varies. Your trade always is satisfied. Hirondelle Brand will increase and build you a profitable trade as it has done with other merchants everywhere.

C. H. Catelli Co., Limited
MONTREAL, QUE.

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

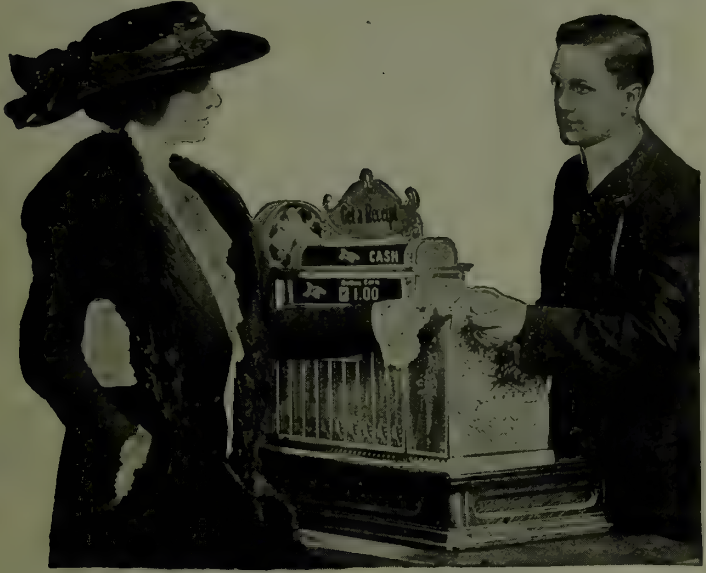
FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

(CABLES "GOODINGITE LONDON," ALL CODES.)

Represented in TORONTO by W. B. STRINGER

The Grocer Gets His Money

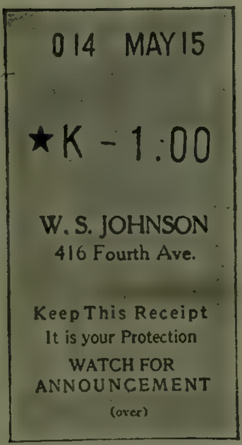


When the Customer Gets a Receipt

The "Get a Receipt" plan compels the giving of a correctly printed receipt to the customer, which means that there are corresponding and unchangeable records inside the register for the grocer and the clerk.

The customer's printed receipt, the clerk's receipt on the sales-strip, and the grocer's receipt on the adding wheels, are all made by the same operation of the register and therefore must be the same.

The Customer's Receipt


0 14 MAY 15

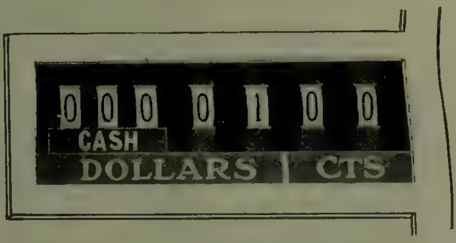
★K - 1.00

W. S. JOHNSON
416 Fourth Ave.

Keep This Receipt
It is your Protection
WATCH FOR
ANNOUNCEMENT
(over)

This receipt, which goes to the customer, is printed by the register.

The Grocer's Receipt

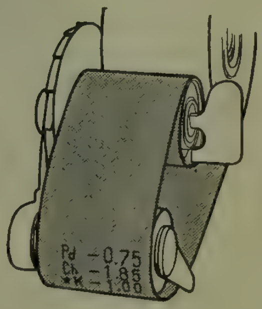


These are the adding wheels which must show the same record as the receipt. They are the grocer's receipt for a correct unchangeable record.

National Cash Registers range in price from $30 to $900.

Write for complete information about the "Get a Receipt" plan.

The Clerk's Receipt



The sales-strip, which must show the same record as the customer's receipt and the adding wheels, is the clerk's receipt for having handled the transaction correctly.

The National Cash Register Company

285 Yonge Street, Toronto
Canadian Factory, Toronto

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

TRADE MARK KEYSTONE BRAND REGISTERED

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited
PORT ELGIN, - Ontario

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW,
Scotland.

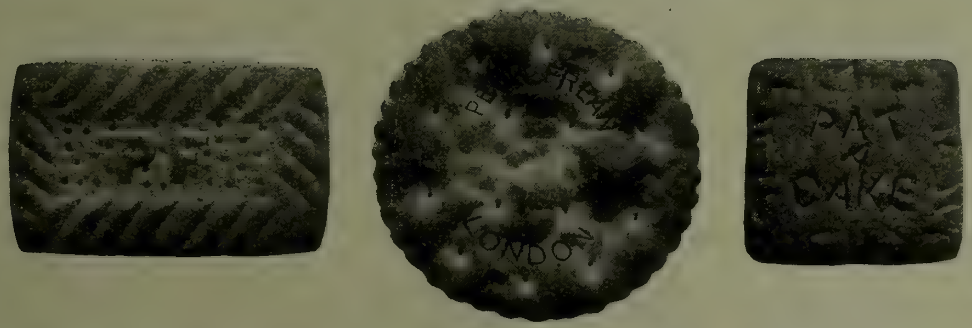
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS



P.F. SHORTCAKE	GOLDEN PUFF	PAT-A-CAKE (reg'd)
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers

LONDON - ENGLAND

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

If wanting car
Corn, Peas or
Evaporated Apples
write us
W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturer's wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
'Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and mporters
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858
W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Canadian Chicle Co.
Spearmint Gum and Corn Cracker Pop Corn.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Grocery Brokers and Importers
Facilities for Stocking.
Ready to handle Foreign and Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
858-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey
MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

FIREPROOF WAREHOUSE
We solicit your business for Storage and as Forwarding Agents.
The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil* is a specific in all forms of colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address:—
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov............

BEANS AND PEAS

- White Haricot Beans
- White Pea Beans
- Rangoon Beans
- Large White Peas
- Split Peas
- New Zealand Butter
- Rice
- Lentils
- Pearl Barley
- Pot Barley
- Pea Flour
- Potato Flour
- Honey

We hold large and carefully selected stocks of the above, and can offer the very highest qualities at moderate prices, delivered to any points in Canada. We solicit trial orders.

ROTHON & CO.

23, St. Mary Axe, London, E.C. (England)

Cables: "CHYLE, LONDON."

(A.B.C. Code, 5th Edition used.)

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

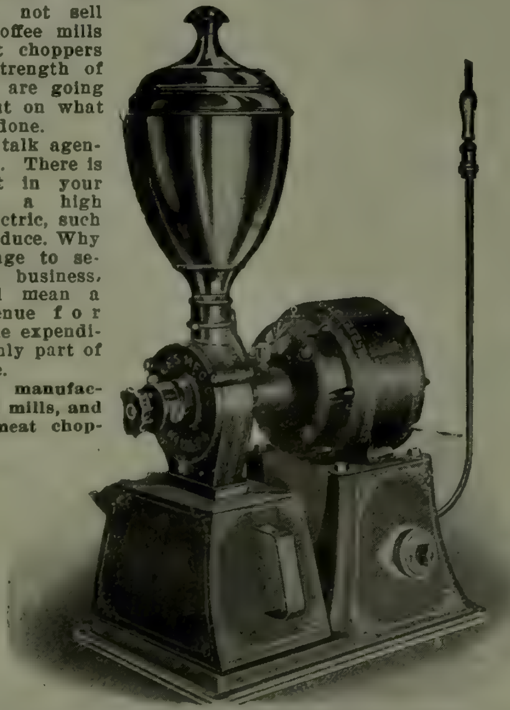
THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.



Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

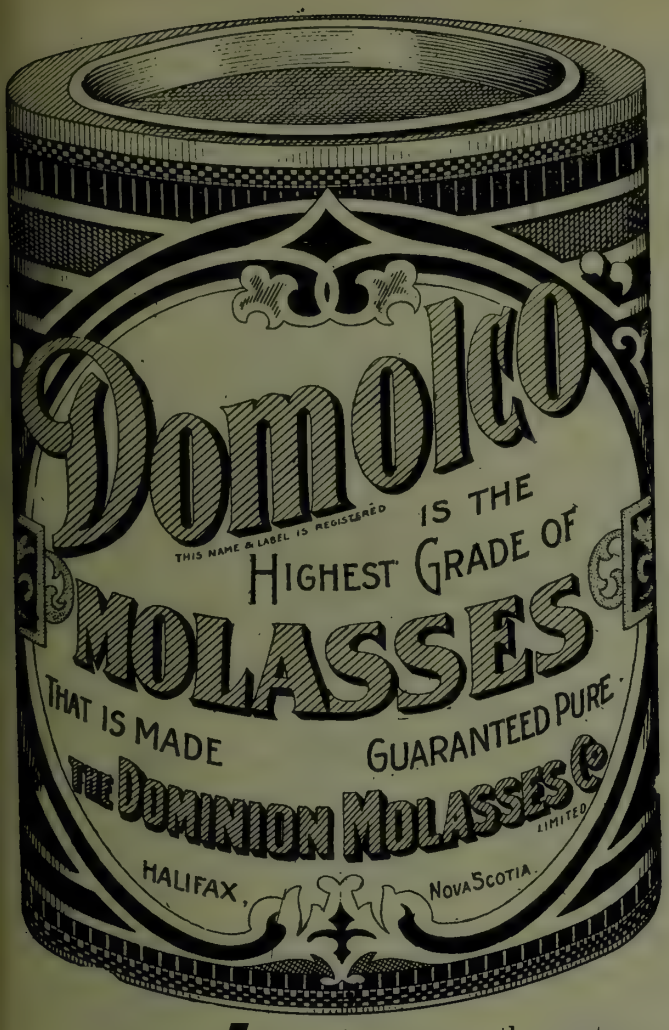
Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG



Note the registered label

OFFERED TO YOUR PATRONS

as the most superior Molasses for table use to any other on the Canadian market.

We know this to be a strong statement, but the proof will be found in every tin.

Almost every family on your list of customers uses Molasses to some extent and the majority of them will come to your store regularly for their supply when once you get them started using

DOMOLCO

Put up in sanitary lever top tins in cases as appended:

No. 2's—2 dozen to the case.
No. 3's—2 dozen to the case.
No. 5's—1 dozen to the case.
No. 10's—½ dozen to the case.
No. 20's—¼ dozen to the case.

THE
Dominion Molasses Co., Ltd.
HALIFAX, N.S.

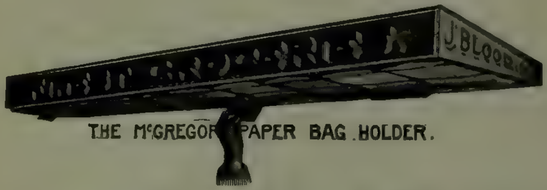
Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD
(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.
Wholesalers or Jobbers: write for agency proposition.

For
"Green Mountains" "Delawares"
or other varieties of
POTATOES
FOR SEED OR TABLE USE

Bags or bulk in cars **Write or Wire**

CLEMENTS COMPANY, Limited
ST. JOHN . . N. B.

RICE'S SALT
THE TABLE SALT ABOVE THE AVERAGE

Give your customers the best salt—**Rice's**, and you will coin their trade for other profitable goods. Rice's salt is the finest quality—Table and Dairy Salt produced. Purity is the key note.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd.
CLINTON & GODERICH, ONTARIO

St. Lawrence Sugars

GRANULATED LUMP SUGAR and YELLOWS

PURE CANE SUGARS

AGENTS

The Handcleaner Business in your district is yours if you simply take over the

GILMOUR YELLOW TIN

and push it.

It is decidedly better, selling at ten cents—a popular price.

We pay freight to all points East of Port Arthur on shipments of two gross and over.

Allow regular discounts all the same on latter shipments.

Write Immediately for Territory.

THE GILMOUR CO.
604 Papineau Avenue, - MONTREAL

INCREASE YOUR SALES PROFIT AND PRESTIGE

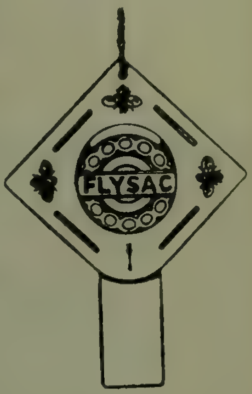
Sell the fly destroyer that does the work.

Flysac Flycatcher

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick. Nova Scotia and Prince Edward Island.



Sanitary Sectional Jar Cases

CREATE a demand for profitable bulk goods. You know just as well as we do that your customers are anxious to buy olives, pickles, brine and vinegar goods of all kinds; fish, etc., in bulk because it's cheaper. Here's a case that solves your problem of displaying these goods attractively, effectively and saintary. This case will sell goods for you because it is doing it for others.

The Jar pulls out, the Lid remains stationary.

Capacity of Jars, 2 Gallons Each

Catalog of complete line free.

Koren Manufacturing Company
402-4 Windsor Ave., N. E. CLEVELAND, OHIO

SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS :— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

JAPAN TEAS

FURUYA & NISHIMURA

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN PRINCESS OF SWEDEN
and for 22 years
TO HER LATE MAJESTY QUEEN VICTORIA.

CAIRNS'
Orange Marmalade

Made from best Seville oranges and pure sugar. Marmalade is the breakfast delicacy of the masses. Cairns' never disappoints dealer or customer.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

CANNED SALMON

"Argo" Brand

A Good Red Flaky Fish

$2.10 per doz.

Rebuilding Sale

As we will be moving into our new warehouse, which is now being constructed, we have decided to give our friends the benefit in price which we would have to pay for removal of stock. Many of our friends, as well as those with whom we have not had the pleasure of doing business with before, are availing themselves of this opportunity to get their present as well as their early summer supplies NOW AT THESE REDUCED PRICES. Get in touch with our travellers or write us direct what line you are interested in specially at present. We are sure to have something for you. We have a good assortment of Sockeye, Cohoe and Pink Salmons, both in ½s. and 1s. Get our prices. We can recommend "ARGO" Brand. It is a seller. Try a 5 case lot to-day.

FENWICK, HENDRY & CO.
Manufacturing Wholesale Grocers
KINGSTON - - ONTARIO

We are prompt shippers. All orders shipped same day as received.

PACKARD'S SHOE POLISHES

IN ALL COLORS. 10c, 15c & 25c sizes.

The most popular 10c. lines are

FRENCH GLYCERINE a self-polishing liquid.
BLACK "O" a combination of the liquid and paste.
50 OTHER LINES

French Glycerine Dressing
Ladies and Childrens
BOOTS & SHOES
Packard's Black "O"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE
LIQUIDE ET PATE COMBINES

Write your dealer for illustrated price list.

L. H. PACKARD & CO., Limited, MONTREAL

JOHN J. GILMOUR & CO., Winnipeg, Western Agents for the Grocery Trade.

?

What is there about RED ROSE TEA that keeps old friends and wins so many new?

The genuine goodness of the tea maintained year after year.

CONSTANT DEMAND FREQUENT REPEATS

BOVRIL

"All that is good in beef."

Always keeps moving. Its body-building, health-giving properties are so well known that

EVERYONE NEEDS BOVRIL

Supply the Demand.

BOVRIL LIMITED
MONTREAL

MR. MERCHANT.

HAVE YOU EVER STOPPED TO CONSIDER THAT *QUALITY* IN FOODS IS REMEMBERED AFTER PRICE IS FORGOTTEN?

If you have, you will understand why we put the purest and best materials into every one of

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

regardless of price, and combine with it absolute cleanliness of preparation in our model, sanitary kitchens.

We are co-operating with you, Mr. Merchant, in holding the confidence of your customers, and thus assuring the permanency of their trade — for you and for us.

H. J. Heinz Company

E
D S

PRESERVED FRUITS

have the distinction of passing government inspection with the stamp of "**GENUINE,**" thus eliminating all doubt in the minds of your customers as to their purity and stability of quality. Our extensive advertising creates sales. Get your share by stocking E. D. S. Brand Jams, Jellies, Marmalades, Catsups, Pork and Beans, etc.

Made only by

E. D. SMITH & SON

LIMITED

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

You'll make better profits on

"NUT-LARD"

(Reg'd)

than on the lines that it substitutes

This is a delicious substitute for pork lard, oils, butter or any kind of grease used for cooking or baking purposes. You know that the profit on some of these lines is particularly small, and very often the sale of butter is unsatisfactory to yourself and expensive for the housewife, biscuit and confectionery makers.

"Nut-Lard" is a delicate vegetable product (100 p.c. pure fat) taken from the cocoanut. It is cheap and works more satisfactorily than any other lard, butter or oil, as well as being more digestible.

The profits are good. The saving to your patrons is large. Write to-day for prices.

Manufactured by

ROCCA, TASSY & DeROUX

MARSEILLES, FRANCE

Dominion Agent

J. Russell Murray

MONTREAL

Do You Do a Credit Business?—then

you are probably sadly aware of the fact that the bane of the credit business is collections.

You probably have a large amount of money in outstanding accounts that you would be very glad to collect. If we said we could prove that the Barr Register system could collect this money for you, would you give us the chance to prove it?

Would it be worth your while to have proved to your utmost satisfaction that there really was something that could reduce your outstanding accounts to a minimum? Then use the coupon below.

The Barr-Register system has proved that it is a remarkable collector.

Then, too, it does away entirely with the out-of-date, clumsy, bothersome sending out of monthly statements. Your customer gets a statement of the account to date every time he or she makes a purchase. There is no chance of running up a bill beyond their financial ability to pay, without their knowledge.

You, too, have in the Barr Register system, a method of placing a limit on the amount of credit to be given each customer, and the register tells you automatically just when that limit is reached. You don't have to figure it up on the books.

The Barr Register not only makes your collections easier, but it saves you money in other ways. It saves you money in bookkeeping, for it enables you to do all your bookkeeping at one writing and keep your accounts constantly posted right up to date.

No, there is no other credit register system just like the Barr on the market. One glance at the machine itself will tell you that it has no equal, nor any near equal. We can prove this along with many other things that will be of interest to you, if you wish to save money and increase your profits.

So use the coupon now. Not a little later on, nor tomorrow, because then you would forget it. Take the pencil out of your pocket, and use the coupon **NOW.**

"Get Your Money In"

Barr Registers, Ltd.
TRENTON, ONT.

Barr Registers, Limited
(Can. Groc.) **Trenton, Ont.**

We would be very glad to have you prove to us that the Barr Register can save money in our store.

Name ....

Street and Number ....

City.................... Province...................

Personal Chat With You About Ourselves

Not long ago when one of our representatives was in Hamilton, Ont., a retailer showed him a file of Canadian Grocers which he was keeping for future reference. "You see," he said, "I frequently notice articles on reading the paper each week that I have occasion to refer to again and with the file in theoffice I have no difficulty in turning to what I want." This merchant finds this file a handy reference. Occasionally, at the time of reading the paper on Friday of each week there are certain items and suggestions glanced at which just then do not always require close attention. Later on, he often wishes to re-read or adopt some of them, and with the file always at hand he is in a position to do so. This is but one case of many our representatives have come across recently and we would suggest that it become more general. By punching a couple of holes about five inches apart through the edge with the wire stitch and drawing a stout cord through—this to be done, of course, each week with each issue—a compact file will be had where none of the copies can be lost. It requires only the work of a minute once a week. When the file begins to get weighty, as it will with six months' issues, a new one can be started.

* * *

A WORD TO THE CLERKS.

Every clerk is invited to express his opinions in our Clerks' Page. We want to make this a page of practical suggestions of benefit to the young men behind the counter and the more frequently the clerks write "The Cub Reporter" the better. If there is any question taken up in any issue that is not made clear; if you want to know how some particular article is produced or manufactured; or if you have good illustrations of how salesmanship has made extra sales in your store, don't hesitate to write—the more the merrier. Frequently clerks run across new "stunts" for increasing sales of a particular line. It may be a new display method; a happily worded show-card; a conversation or a catchy newspaper advertisement. Whatever it may be, send it along.

* * *

THE GROCER'S MARKET QUOTATIONS.

Every month the Department of Labor at Ottawa issues a report on wholesale prices in Canada, and once a year publishes a large book with the ups and downs in prices of the past twelvemonth. The idea is to show the trend of the cost of living. Recently a report for the year 1912 was submitted to the Minister of Labor by R. H. Coats, editor of the Labor Gazette, containing 255 pages. To get the information used in compiling the tables and statistics many different mediums had to be used. It is, however, interesting to note that so far as foodstuffs are concerned, the majority of the prices were secured from The Canadian Grocer. For years the Government have come to us for wholesale quotations on groceries. Our markets are carefully secured and corrected every week, and the Government as well as the trade have long since realized them to be the most authoritative in the country. They can be relied on as being the standard quotations existing from week to week. Not a week passes but some retailer in some portion of Canada tells our representatives or writes direct about money he has made or saved from watching carefully The Grocer's markets So far as markets alone are concerned, this paper has, therefore, become a gilt-edged investment for many dealers.

◆

WHAT READERS SAY.

Editor Canadian Groceer.—I have been in touch with The Canadian Grocer for 16 years and it is most valuable to me. I long for Monday night to come to get it.

Yours for success,

Yarmouth, N.S. W. P. CROSBY.

* * *

BRINGS VALUABLE INFORMATION.

The Canadian Grocer:—

Gentlemen:—We have much pleasure in enclosing our annual subscription to The Grocer. We find it a very useful and welcome store assistant, as it brings us lots of useful and valuable information.

Wishing you every success, we are,

Prescott, Ont. McDERMOTT & McCARTHY.

* * *

A GOOD INVESTMENT.

Canadian Grocer:—

Gentlemen:—Please find enclosed Two Dollars for renewal of my subscription to your paper, The Grocer.

I consider the money for your paper to be a good investment for any person engaged in the grocery business.

With best wishes for its success, I remain,

Kleinburg, Ont. O. F. ALBRIGHT.

* * *

READER FOR QUARTER CENTURY.

Canadian Grocer:—

Dear Sirs:—Inasmuch as I have given up business, do not send The Canadian Grocer any longer: my subscription expired with the present number.

While it will seem like losing an old friend, having taken it for 25 years, I do not now require the kindly advice, and inestimable information which it had always conveyed.

Wishing you every success, I remain,

Bridgeburg, Ont. A. B. HURRELL.

* * *

WOULD NOT DO WITHOUT IT.

The Canadian Grocer:—I have been a reader of your valuable paper for three years and would not do without it for anything.

Calgary, Alta. J. L. BYERS.

A NEW RECORD

The sales of **"SALADA"** last week at all Branches surpassed those of any other week so far, amounting to

181,497 pounds.

The **increase alone** over the corresponding week of last year **was equal to** the **total trade** in the same week **four years ago.** This is the result of serving the public with fine Tea, and there is no other country in which the public can procure Tea of **"SALADA"** Quality at the prices **"SALADA"** is sold at in Canada.

LONDON, ENG. 41 Eastcheap
BUFFALO 11 Terrace
NEW YORK 198 W. Broadway
TORONTO 32 Yonge St.
MONTREAL St. Paul St.
BOSTON 34-35 S. Market St.
CHICAGO 361 N. River St.
DETROIT Shelby Block

Branches also in Pittsburg and Philadelphia.

ROYAL SALAD DRESSING

belongs to all Seasons, but just now, look up your stock and be ready for the specially big demand of Spring and Summer.

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

SOCLEAN

Dustless Sweeping Compound

Pays Dealers A Big Profit

Extra Large Pail, 25c.

SOCLEAN
A GRANULATED DUST COLLECTING SWEEPING COMPOUND FOR SWEEPING DUSTLESSLY
NON-INJURIOUS HYGIENIC & SANITARY
SOCLEAN LIMITED
CLEANSERS AND POLISHES
KING ST W TORONTO ONT

A trial is all that is required to make housewives steady buyers of "Soclean."

They are quick to realize the advantage of using it because it prevents dust from rising, kills moths, disinfects the home and makes rugs and floors bright and clean.

Extra large PAIL sells at 25c.

Sold in barrels for use in buildings.

We supply dealers of Soclean with transparent signs, cards and counter booklets.

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Ltd.
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street

ARTISTIC COLOR POSTER
Creating Consumer Demand

The Canada Starch Co., Limited
Manufacturers of Edwardsburg Brands
CARDINAL, - BRANTFORD

Retail Merchants in Annual Convention

President's Address Touches Upon Many Items That Are Being Discussed—Bulk Sales Act, Working Men's Compensation Bill, Business Tax and Other Resolutions on the Slate—Do Co-operative Society Promoters Print Misleading Statements in Prospectuses?

Staff Correspondence.

Toronto, May 1.—President A. Welsh, of Berlin, Ont., opened the fourteenth annual convention of the Retail Merchants of Canada, Ontario Board, on Tuesday morning with a fair representation of members from various parts of the province.

Past president, Ald. B. W. Ziemann, Preston, Ont., gave the first address at the convention.

He expressed his pleasure at being present again at the annual meeting of the R.M.A. and was glad to see the trade well represented. "Organization," said Mr. Ziemann, "was the keynote of everything. Organization was taking place at a great rate in various ways." This was true so far as almost every line of endeavor was concerned.

"We have met in convention to-day," he added, "to push the claims of the Retail Merchants' Association. Western Merchants are getting together and many associations there are affiliating with us. I trust our gathering here will be profitable and pleasant." The speaker pointed out how good returns must necessarily be secured if good seed is sown and urged that such be the case with regard to the present convention.

The secretary announced that thirteen resolutions had been submitted for discussion in the afternoon, and after giving a synopsis of them, the President requested any others with resolutions to hand them in.

Welcome From Toronto Branch.

To open the Tuesday afternoon session, J. C. VanCamp, president of Toronto Branch, welcomed the delegates to the city. "Very effectual work," said Mr. VanCamp, "is being done throughout the province by the organizers. Retailers are realizing that without an association of this character they cannot right their grievances. Legislation is apt to be passed at any time at Ottawa and Toronto unless a very careful watch is kept on the legislators. We believe that more effectual work can be accomplished by a united body of men such as our association, than from any single line association, although doing good work, can possibly do."

J. C. Higgins a Toronto grocer, added words of welcome. "As a retail merchant I have been interested in the R.M.A. for a good many years. I believe our plan of one general association is the best for organization work. I have nothing to say against the men engaged in one-line association work, but I do not think any one-line association can do the work that has been accomplished by this organization. There is work yet to be done; a future to be faced, problems to be solved, and if so, we must get together the best elements of the retail trade and aim to do the work and solve these problems as men.

"I have been more than pleased with the standard and character of the men I have met in past years at our various conferences. Our motto is "make it easier to do right and harder to do wrong." Some men count success no matter how it is obtained, but many who have made pecuniary successes have made utter failure of life. We should not bring discredit to our name. The seed is planted and we can look with every prospect for a splendid harvest."

Mr. Higgins maintained that the problems of the grocer are much similar to those of the butcher, baker or restaurant keeper and that a merchants' association was the best medium in which to study these problems. "A man should be a merchant first and a grocer afterwards," he added.

In response to the welcome extended by the Toronto merchants, B. W. Ziemann, of Preston, replied: The speaker considered that retail merchants should not have anything to do with party politics. "Remain independent," he said, "and we will have both sides of politics catering zealously for our support; and that is what we want."

THE PRESIDENT'S ADDRESS.

A. Wesloh, the president, delivered his address in part as follows:—

"With the uniting together of the various other interests, for their own protection—such as—Labour Organizations; Manufacturers' and Wholesalers' Organizations; Farmers' Associations; etc.,—comes the danger of unfair encroachments on the territory of the Retailer; not with any wrongful intention, but through ignorance of our conditions, and these conditions are only known to ourselves. This being the case, it behooves us to still further strengthen our forces and increase our numbers, and there can be no good reason whatever, to my mind, why every Retail Merchant in Canada should not regard Membership in our Association, for the protection of his business, in the same manner as he regards his life, or his fire insurance.

"Our chief aim is to protect, in every manner, the interests of the Retail Class; and this can only be done by having ready—when it is wanted—an Organization that can act immediately, and one that is strongly equipped for any and all emergencies. To wait until the enemy arrives, before we think of building our Forts, or securing our ammunition, would be regarded as the height of folly, and yet, without our Organization, with its Officers and its equipment, we would be in exactly that position; or, in other words, the best way to secure peace, is to be properly equipped for war. Our position in this direction could not, perhaps, be better illustrated, than in the case of the introduction into the Ontario Legislature, at the last Session, of the proposed "Bulk Sales Act," or "The Workmens' Compensation Act," and a number of other proposed amendments, that would have had a bad effect on the Retail Merchants of this Province, had they been made law. By being prepared, through our Organization, we were able to muster our forces at a moment's notice, and call the attention of the Members of the Ontario Legislature to the fact, that as a class, we were alive to our interests, and able to point out to them wherein we would be endangered, had the proposed legislation become law, without recognizing and making provision for our objections.

"All this should strengthen our belief in our Organization, and impress upon us the fact that, no matter what other Organizations we may belong to, trade or otherwise, we cannot afford to neglect contributing our yearly Membership fee, to support and sustain "The Retail Merchants' Association of Canada"; and I sincerely hope that every Retail Merchant will regard the payment of his Membership Fee, not only as his duty, but as the most important payment that he makes during the year. As individuals we are helpless, but by and through united effort, and our Organization, we can become such a mighty power, that we can direct public attention to every fraud and trick in trade, and have placed upon the Statute Books such Legislation that affects us as Retailers, that the other Nations of the earth may look to with admiration and satisfaction.

Sees Retail Pitfalls.

"It is not my nature to be pessimistic, but if I can read 'The hand-writing on the wall' correctly, I can perceive more dangers to the retail trade looming up in the future, than we have ever had to contend with in the past, and I sincerely hope that we will be ready and prepared to meet them. If the editorials that we read, in some of the large daily newspapers, and in some of the large circulating magazines, express the feelings of the public mind—the retail class, whom we know to be among the most honorable traders in the world—are not being portrayed in their true light, but are being blamed for almost every existing commercial evil, and are being deprecated, in order to magnify other selfish interests. In this connection, I believe that we, as Retail Merchants, should consider at some future time, the desirability of co-operating with a properly equipped press-clipping Bureau, and keep a close tab on those newspapers and magazines, who make a practice of writing articles reflecting on the position of the Retailers, and of charging them with being the 'Cause of the high cost of living,' and a host of other things that are absolutely untrue; and whether these newspapers or magazines write these articles out of ignorance, or design, the attention of every Member who advertises in these publications should be called to them, and they should be asked to not support these mediums, by advertising in their columns. I am pleased to say that the percentage of newspapers and magazines of this class are very few, and they are almost wholly confined to those mediums in large centres, who carry Mail Order and Departmental Store Advertisements.

"Another matter I would like to call the attention of the Members to, and that is;—the lack of facilities possessed by the Ontario Government, to give information on the Commercial Conditions of the Province. They have A Department of Labor; of Agriculture; of Mining; and for almost every other interest—but the most important of all—the Commercial interests of the Province, seem to have been overlooked, as it has no Department at all.

Indiscriminate Distribution.

"At the present time, some very important rules and regulations concerning Retail Merchants, are placed under the direction of the Department of Agriculture, or the Department of Labor; and the result is, that we have Inspectors giving us instructions, who are not familiar with our work. This is a matter which I think our Convention should deal with.

"Another important matter which I think should be carefully considered by this Board, and that is—the desirability of pointing out to the Ontario Government, the need for more time, from the date a Bill which concerns commercial matters, is read the first time, and the time it receives its third reading. Ontario is a large Province, and there are some important commercial matters that are introduced, either as new Legislation, or amending some present Act; and when not sufficient time is given, to enable the Merchants to properly understand them, an injustice may be done, or unnecessary opposition may arise. Unlike the Province of Quebec, or the Dominion Parliament, we have no Senate before whom these matters would again come, and which certainly acts as a further safeguard to hasty legislation; and for this reason I think that this subject should receive the careful consideration of this Convention.

Thefts in Department Stores.

"Another matter which I think is of sufficient importance to receive the attention of this Convention, and this is; —the increased expense of our criminal courts, by petty thefts that take place in departmental stores. I believe that the Proprietors of these stores should be compelled to protect their goods in such a manner, that the prosecutions that take place can be greatly reduced. This has been done in other Cities in the United States and Europe, and it should be done in Ontario. I trust that this will receive your attention.

"Before closing, there is another important matter that I desire to call your attention to, and one, to my mind, that is of such great importance, that it would be well if every Member gave it his careful consideration, with a view to bringing about a satisfactory and mutual remedy. When our organization was formed, the chief object we had in view, was to centralize the thought of the retail merchants, so that after all the sections of the retail trade had an opportunity of coming to a decision, on any matter of importance to them, we could bring our entire weight and influence, as a united body, to bear on the subject, and in this way endeavor to secure the desired legislation for trade improvement that we agreed upon.

"We must all admit that results have more than justified our plan, and its success has been due to the manner of our organization. A few merchants still continue to cling to the old-fashioned single-line trade Associations, and without having either the proper equipment, or a sufficient Membership Fee to carry on their work properly; and without having the means, or the time, to investigate the subject sufficiently, they consider and resolve on certain legislative matters, that are not only of interest to them but also to all other Retail Merchants, and they present these one-sided and not well considered views to the Government, and in some cases, they advocate measures that are diametrically opposite to the views arrived at by the united body of all classes of Retailers, as represented by our Association; and while their views have not as yet, had any effect on the Government, in preventing our decisions from prevailing, yet it weakens to that extent, an influence that should be united, and a voice that should be of one accord.

Wants Harmony Among Retailers.

"The battles we are fighting, are hard enough to win, and there should be, and there is, no good reason why there should not be perfect harmony among all Retailers. In fact, it is absolutely necessary, if we desire to sustain the retail influence. I mention this here, because I believe that if the entire Retail Trade had an opportunity of understanding the necessity that there is for united action, and how helpless any line of trade is without the moral and financial support of all, and all working under all one Organization, and in the same direction, that this question would be settled without any discussion."

EXECUTIVE COMMITTEE REPORT.

The report of the executive committee on Provincial Legislation was given by the secretary.

Provincial Legislation.

"Defence from an iniquitous system of taxation," was one of the problems to be dealt with. The business tax in Toronto at present is 25 per cent. In outside places it is 30 per cent., where population is above 10,000, and 35 per cent. below. "We are paying the highest rate of assessment in the world," the secretary maintained, "and on top of that we have this business tax. We asked, not for a total abolition all at once, but for a reduction all over the province to a 10 per cent. flat rate. The committee is quite satisfied with what we are going to get next year. One thousand merchants in Toronto have promised the association 25 per cent. of the saving to the association.

The proposed Workmen's Compensation Act was next dealt with. The committee had taken the ground that the retail merchants should be exempted from having to pay for support of sick and poverty-stricken workingmen. Merchants have no dangerous machinery and nothing to injure a working man, and the question was why should they be called upon to pay anything? The bill has not yet gone through, but is held over until next session.

Bulk Sales Act.

The committee took the ground that the proposed Ontario Bulk Sales Act

(Continued on page 33.)

A Strong Display of Spring Selling Lines

Window Trimmer Points Out That Now is Time to Show Such Lines as Potted Meats, Olives, Salmon, Peas, Etc., as Well as Fresh Vegetables—These Are Goods That Spring Appetite Has Craving For—Symmetry a Strong Feature.

Written for Canadian Grocer by Bruce McDougall.

THE author of this article and the trimmer of the window shown herewith, is an enthusiastic young display artist. A number of his windows have lately appeared in The Canadian Grocer and all have been executed with great care and with a view to making sales and attracting custom. This paper wants to hear from other window trimmers in Canada with samples of their work. The careful dressing of the window with a view to selling as many goods as possible, has become an every week occurrence with hundreds of stores. There is no greater selling force within reach of the dealer than the space behind the plate glass. Bruce McDougall writes: — "Anything I can do to help your window trimming department, will be gladly attempted." The same assistance is requested from others. Send along your good windows.

By following the seasons with the window display direct sales are bound to be subsantial if the display is attractive and has selling power.

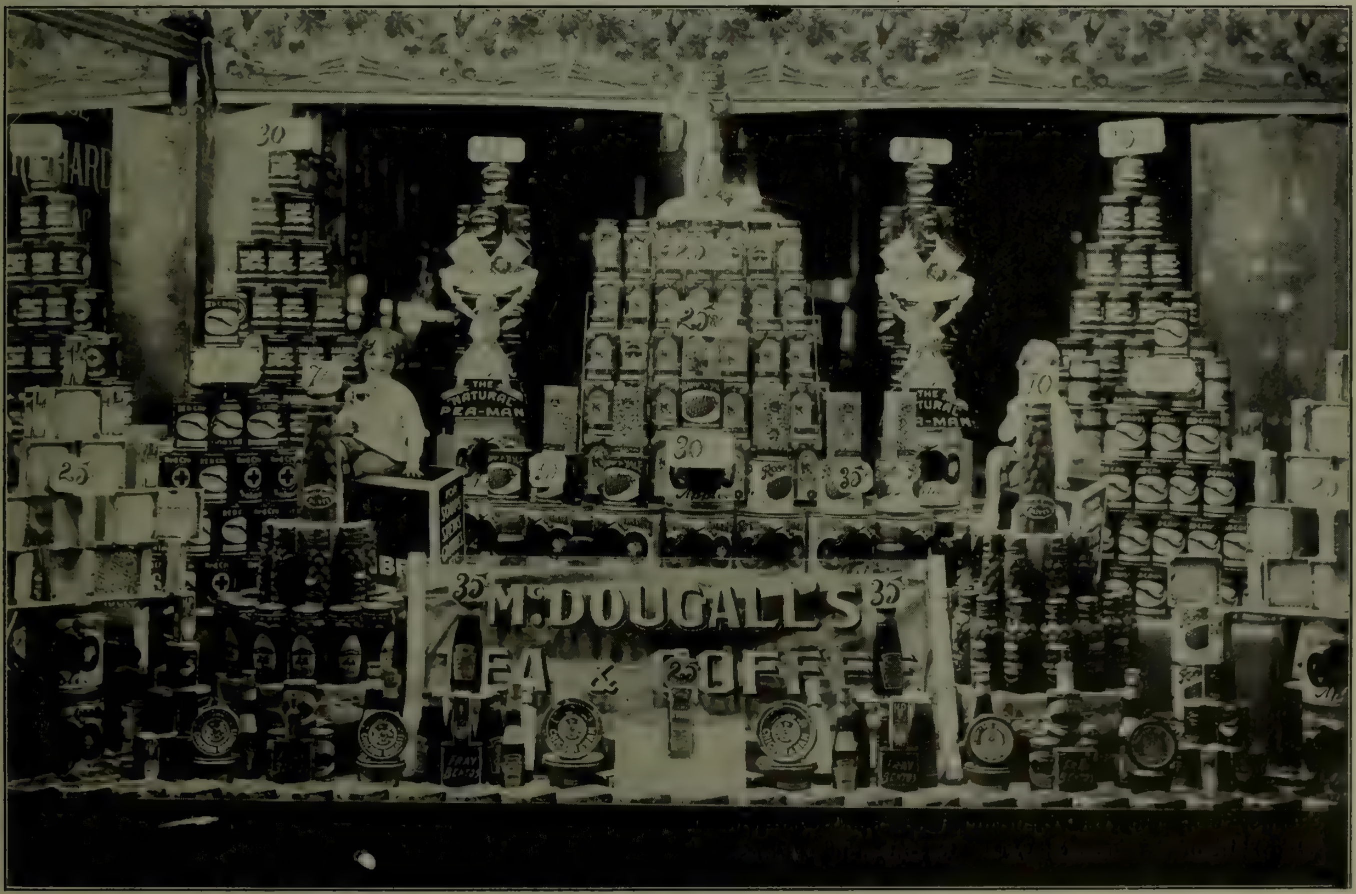
Am sending you a photograph of our Spring window, which has been a pretty good seller for us. It contains everything a person could desire to appease the appetite at this time of year. From the photograph you will observe the class of goods that were shown, my aim being particularly to display the varieties that sell easily at this season. I believe strongly in symmetry in display, and tried to bring out this feature as well as possible. It will be observed that everything balances, even to the price tickets. Good selling effect is created by regularity.

Good Windows All the Time.

It should be the aim of every window-trimmer to have each display a little better than the preceding one. The window-trimmer should not dress a good window one week and let it go for a couple of months. That is not what the window is for. If strong, attractive displays appear all the time, people look for them, and you are then building up business.

Now is one of the best times of the year to be particularly careful with the window. Spring is here; people are more free with their money, and appetites are improved. High-class goods should be shown. Show, for instance, such lines as potted meats, canned peas, canned apple for pies, and delicacies such as lettuce, radish, onions, cucumbers, and new cabbage. These are lines that create demand and are sure business getters. At the same time they show good profits.

It is always a good idea at this time of year to display something new and fresh. People are looking for it, and the display is sometimes all that is necessary to make a sale.



Spring Goods Window dressed by Bruce McDougall, Ingersoll, Ont., a promising young window-trimmer whose work, as shown in The Canadian Grocer, has been highly commended.

The CANADIAN GROCER

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THE TRANSIENT TRADERS' LICENSE.

There are few things that do a town more harm than to have transients come along, open a store for a month or two in the best season and then "fold their tents" and depart. This is not building up a town on a sound basis.

In Listowel, Ont., a license of $100 is charged transient traders. A case has come before the council of a man who is anxious to rent a store to a tenant who will deal in fruits. The latter doesn't mind paying the business tax for two years in advance, but objects to the $100 license. He intends remaining but a short time. Be that as it may and apart from this particular instance altogether, it is undoubtedly proper that a substantial license fee should be charged traders who open a fruit or any other store for the season when the particular line sold is in greatest demand. A low license certainly promotes such business. It is never permanent and while it lasts injures the trade of the regular dealers who pay their taxes from year to year, and who help, by their permanent citizenship and continuous moral support, to build up their town.

It is a pleasure to note that members of the Listowel council took this view of the case. "Just such men as these should be forced to pay a license," stated one councillor. "They come in here for possibly six months while the season is good and then get out." The mayor of the town remarked: "We must protect our own merchants against transient traders who come to town for a short time, slash prices and then get out."

These men have caught the spirit of the thing and it is to be hoped it will be contagious.

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PARCELS POST IN AUSTRALIA.

In another part of this issue, reference is made to the fact that Parcels Post as operated in Australia has been a severe handicap on the local merchant, in that country. Quotations from an article published in the Queensland Storekeeper bear out the assertion that under parcels post, the mail order houses have waxed fat and prosperous, while the local dealer has grown correspondingly lean and unlucky. The result in our sister commonwealth has been, in fact, quite identical with what has been predicted for Canada should a similar measure be introduced here.

Conditions in Canada and Australia are in many ways identical. Both are countries of immense distances, and with certain thinly populated sections. To suppose that a system, which works well in a thickly populated country like England, would of a surety do for such a country as Canada or the Commonwealth of Australia, is assuming far too much. The result in Australia demonstrated that conditions of a detrimental nature follow. All will agree that anything which tends to centralize trade, to take it from the small dealer and the small town and place it with the large corporation in the large city is inimical to the best interests of the country at large; and that is what is happening in Australia.

It may be that the difficulty has largely arisen through the fact that a flat rate has been fixed by which goods can be shipped immense distances at low rates. It is quite possible that a change to the zone system would effect some relief and an effort is now being made to have the change made.

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EASIER MONEY COMING.

Although money in Canada continues to be tight, nevertheless business is normal and in volume quite as large as that of last year, and the outlook is quite bright. This is the opinion of The Financial Post in dealing with the business outlook. Over the entire West a feeling of hopefulness now prevails as the result of good seeding weather at a proper season of the year. In the East the crop outlook is promising.

It appears to be a general conviction that with an average crop there will be no falling of real estate prices in any part of the Dominion. This statement must be qualified by adding that it does not apply to outside subdivisions.

A tendency to economize is becoming evident, The Post declares. Instead of increasing their plants, manufacturers are seeking to increase the efficiency of the plant they have. It is noted also that in such a staple business as that of groceries a disposition on the part of the public is found to buy less of the high priced lines. Fancy packed goods are in less demand among the middle classes. This tendency is apparent in every part of the Dominion.

There are no general signs of contraction in business. Bank clearings show a tendency to remain practically on the same level as last year. In view of the elimination of so much speculative trading the fact of the bank clearings remaining in volume as large as last year cannot be interpreted as being other than an exceedingly healthy indication.

There does not appear to be in Canada any easier money than a week ago. External conditions, however, are such as to warrant the hope that easier money will, in a short time, eventuate.

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B.C. COMPANY LAW.

A decision of more or less importance to the manufacturers of Canada has been given by the Supreme Court in the case of the John Deere Plow Co. incorporated under the laws of Canada, in connection with its method of doing business in British Columbia.

The company, whose head office is at Winnipeg, appointed an agent to sell its products in one section of British Columbia. This agent gave his notes in payment for the goods in question and disposed of what was consigned to him when he could find a customer. The notes became the subject of a dispute in the courts. Those in

British Columbia held that the John Deere Company, not being registered under the law of the province, had no standing.

The matter was an important one to a large number of commercial corporations in Canada, and was brought by appeal to the Supreme Court. This tribunal, while giving judgment in favor of the company, did so on the ground that it was not, in connection with the transaction in question, doing business within the province, within the meaning of the law of British Columbia. The constitutional issue involving the right of a province to exclude a Dominion incorporated commercial company from its courts was not touched.

One of the justices, commenting on what he called "reckless and improper legislation," expressed the view that destroying the right of contracting or suing does not seem to fall within the taxing powers of a province; but this was not a ground for the judgment. The important matter of the right of a province to exclude a federally incorporated company from its limits is yet to be decided.

Meantime, it is of importance to have it declared that a merchant company say in Montreal can enter the courts to enforce payment for goods purchased here and delivered to the buyer in another province.

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COMPETITION AND PRICES.

That "competition is the life of trade" is an old saying which very often appears in the light of a fallacy. Competition is a good thing to a certain extent; when it goes beyond that stage, it becomes ruinous to all concerned.

Some time ago facts came to our knowledge which demonstrated that competition is often not only bad for those who compete, but also for the interests whose patronage is competed for. Shippers on a certain line, which had a monopoly, were discontented, believing that the rates charged were too high. As a result of the agitation stirred up, a second line was started. The results, however, were the direct opposite of what had been anticipated. Rates advanced instead of receding. Becoming convinced that the two lines were in collusion to bleed them, the shippers started a second agitation, with the result that in time a third line was started. It did not take long for the same inexplicable result to manifest itself. Rates went up still higher.

The reason for this condition was explained by the head of the first line of transport. "When we were alone in the field," he said, "our expenses were small, and we charged a rate which allowed us only a fair margin of profit. The second line came cutting in and we had to share the business with them. To make matters worse, competition became keen and we had to hustle for business. We had to put out solicitors, to advertise more, and so on. Our expenses went up, while our revenue was smaller, owing to the splitting up of the business. We had to advance our rates.

"Then a third line came into the field, and took away a certain amount of business from us and from our competitors as well. Again rates advanced, and for the same reason as before. Expenses in connection with the handling of freight in this field had practically been trebled. Where there had been one agent in a place before, there were now three. The same ratio of increase applied all around. Competition had stirred up more business, but it was split among three, and the increase did not begin to equal the advance in expenses. Can you wonder that rates were advanced?"

There is much food for thought here. Competition in a field which is large enough to support more than one concern, means better service, and, perhaps, better prices to the public. As soon as the number of competitors becomes larger than the maximum amount of business warrants or the rivalry becomes keener than the possible returns would justify, then business becomes bad. The public suffers in the end, as much as the interests entered in the competition.

Too much competition is the end of profits and the beginning of higher prices.

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MADE-IN-CANADA TRAIN.

The organization of the second "made-in-Canada" train has been practically completed, in preparation for a tour of Manitoba, Saskatchewan, and Alberta in May and June. The experimental trip of 1912, when about one hundred places in the three Provinces were visited, was endorsed by such an enormous attendance of interested citizens that it was an easy matter to decide that a second tour should be made this year, though principally over a different route so that places not visited last year might be included in 1913. The space in the entire train has been taken up by exhibits, which will have special interest in the West.

A new feature will be the Ontario Agriculture Department's display of apples and other fruit, besides dairy products. These will be taken from cold storage, invitingly arranged in a car for the inspection of exhibition visitors.

The tour will be organized on practically the same basis as that of 1912, and will cover about 120 cities and towns in the West occupying about 52 days. The train will leave Montreal on May 14, and after visiting half a dozen cities in Ontario will exhibit in Winnipeg about May 21, proceeding westward, and returning to Montreal about July 5. The itinerary will embrace the principal points on the lines of the Canadian Pacific Railway, the Canadian Northern Railway and the Grand Trunk Pacific west of Winnipeg.

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EDITORIAL NOTES.

A clean store means an orderly one as well as a clean one.

* * *

By pushing sales of seeds now, a small harvest can be made out of seed time.

* * *

The customers worth while are nowadays looking for value rather than cheapness.

* * *

The article of doubtful quality is not appreciated by the average woman at any price. The days of the bargain-hunter in foodstuffs are numbered.

* * *

In the Spring Sales Number of Canadian Grocer was a package tea window display shown by the Acme Co., of Edmonton, Alta. This window was the direct cause of selling eleven cases, or more than 600 lbs. of tea. What further evidence does one want of the power of a good window to make sales.

Going Into Grocery Business in the City

Inquiries From Country Merchant Contemplating Taking Over Small Store In Large Centre—Figures On Gross Profit, Expenses, Salary And Net Profit—Good Opportunity To Build Up Paying Business—A Watch On Credits.

*By Henry Johnson, Jr.

I am asked for advice on the gross profits of a grocery store, expenses, etc., by a man who is now in a small country store and wants to move to Toronto. He has the offer of a store, 20 ft. by 20 ft., with basement, but with no back warehouse, about two miles from the centre of the city, at $450 a year rent. He figures that his expenses will be about $840 a year, including $300 for a delivery boy with a small wagon. Adding on his salary, which he figures at $1,000, we have a total of $1,840. The store is now doing about $200 a week cash business. He asks if this is, in my opinion, a desirable business and what should his net profit be if his expense is 17 per cent on turnover. His customers may include some of the middle class and some of the laboring class. He wants to know whether it will be best to start on a cash basis until he becomes acquainted through experience, and asks for suggestions on caring for his credits, etc.

Depends on the Management.

I judge that most decidedly it will be well for this man to take that store and get busy, providing only that he is correctly informed as to the status of the population he is to serve. If he has to sell only to the laboring families of a city his way will be hard and his profits precarious; but if he can also add to that line of trade a fair proportion of the middle class of consumers, and perhaps a few families in comparatively easy circumstances, then his success will depend only on his own good management and hard work.

This man is going in well equipped. He has had country store experience, which means plenty of hard work and long hours, coupled with leisure to learn intimate details about merchandise. Now he goes into business for himself in a location where his neighbors in the same line are apt to be ill-grounded in the business because city bred and accustomed to regard their trade as transient, to be readily replaced if not satisfactorily handled, therefore not as painstakingly served as that of the country merchant.

Advantages of Small Store.

The small store is a great advantage. One man can do a world of work in a space so limited that he can reach almost everything without moving from behind his main counter. He can be his own buyer, receiver, salesman, cashier, bookkeeper and general manager. Little that is his will have a chance to get away. Thus he should make more money in proportion to his investment and expense account than he can ever hope to make in a larger business.

This matter of size of store in the city as compared with the country is the most interesting thing that comes under my observation. In the country town the store wherein a business of $10,000 is conducted occupies a space 22 ft. by 100 ft., with cellar, and often with second storey and rear storage. Often it is larger than that. By the same token it is filled up with all kinds of merchandise, much of which is little better than junk. In fact, the man who runs that kind of place for a generation or so is often simply stock poor—he has a great accumulation of outworn stuff, but nothing much of a home, with few comforts and no real, genuine prosperity. Of course, rent, or value which takes the place of rent, is low.

When that man moves—if he moves in time—into the city and pays such figures as this man plans to pay, he begins to realize what can be done, and what must be done, with little space. And so well does he often do it that he frequently becomes a merchant prince in a comparatively short time, moves down town and covers a block in a few years.

Recommends Cash Business.

By all means this business should be conducted on the spot cash plan until such time as the merchant can look up every applicant for credit and become personally acquainted with the circumstances of each. The business runs to $10,000 annually now. If it is carefully conducted, this will pay 20 per cent. on sales easily—maybe more. But 20 per cent. will give $2,000 gross margin per year. From this will come the expenses of $1,840, leaving $160 net profit.

This being the condition, it can readily be seen that as credit trade is added later on these net earnings will be augmented by the profit on the credit trade, minus only some small extra expense of handling—for rent, light, insurance, heat, etc., will remain the same so long as the room is not expanded. If the business is later on increased so that this man does not $10,000, but $20,000, the probability is that the added earnings of $2,000 will go to swell the net profits of that business, minus only some extra expense for boy or girl help or the intermittent services of some man on busy days, etc. Moreover, it is not unlikely that more than 20 per cent. gross will be realized because of the elimination of much waste.

Suggestions as to Credits.

Now as to the credits. I cannot give advice on this subject as applied to a large city except in a general way.

I know that many credit accounts are settled every Saturday night. This because of the floating character of the people and the consequent danger that they will move and forget their bills, and also because credit is there much more of a mere convenience than in the small places. I suggest that this man study conditions very carefully from his own standpoint, and for himself, and be guided by his conservative conclusions. It is better to have $20 worth of stock on the shelves than to have it out in doubtful accounts—remember that point.

In the case of Saturday night settlers, the merchant must have their accounts ready for settlement and stop on the minute any and all those which are not settled on that night. If the party comes in Monday morning saying why he had not been in Saturday and pays in full, why, that is the same thing; but the account must be paid up once each week, with little variation in the routine or grave risk of failure is run. It is very easy for the resources of a small business to be dissipated in this way.

Take Out Salary Each Week.

It is well that this man has set aside $1,000 as his own annual salary. That is practically $20 per week. If he is to be guided by anything I can say he will take out that $20 each Saturday night and in no circumstances whatever put any of it back into the business again. Let that money be his, outside of the business, just as much as if he were paying it to an outsider. If he saves anything out of it let him put that saving into sound investment securities, thus building up an independent savings fund. If such fund is ever needed to tide over an emergency, he has it; and it will then be evident to him how good it is that the fund was not put back piecemeal into the business to be absorbed and lost. The only safe way is to make the business pay its own way every week, just as the customer must do. Each tub must stand on its own bottom.

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*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

RETAIL MERCHANTS IN ANNUAL CONVENTION.

(Continued from page 28.)

was an improper one from the standpoint of the retailer. Many reasons were cited, among them the following:

(a) It prevented an honest merchant from disposing of his business rapidly.

(b) A purchaser before buying a business ascertains what the seller owes before any money is paid over, and this could be used as a lever to get the stock more cheaply if the purchaser so desired. Particularly if the creditors were owed a large proportion of the purchase money.

(c) It was claimed to be too expensive for the seller. He would have to pay 5 per cent. of the selling price over to the trustee.

(d) "Character" was overlooked in drawing up the bill. The committee claimed there were so few absconders, that the bill would injure hundreds of honest men to get at one or two dishonest men.

(e) Wholesalers and manufacturers should be more careful in giving credit; if honest men only were given credit there would be no fraudulent sellers.

G. B. Ryan, Guelph, Ont., took exception to some of these claims. He had been in business a good many years and had seen rascals sell out and disappear, leaving creditors without their money and injuring legitimate honest business. He maintained that some such act should be passed. He did not deem it a reflection on the character of an honest retailer. "If I owe," he said, "a lot of money to a creditor, part of my stock is his. If I'm going to sell out I consider he should know it. If there are some hardships in the bill, let us have them eliminated, but as I read it, it seems to be a pretty good bill. I do not see that it will cost the seller anything to dispose of the business."

Mr. Ryan quoted from the Bill as follows to substantiate this contention: "The fees or commission of any such trustee shall not exceed 5 per cent. of the total proceeds of the sale which shall come to his hands, and shall, with any disbursements, be deducted out of the moneys to be received by the creditors and shall not be charged to the debtor."

After some further discussion the matter was held over until Wednesday when the question would be taken up as to whether the R.M.A. wanted or did not want a Bulk Sales Act of some kind or other.

In the meantime, the secretary stated, that the opposition of the R.M.A. to the bill, had kept it from going through this session.

Another bill had been introduced into the Legislature regarding the importations of bread, cakes, buns, biscuits and confectionery into the province. This stated that before this could be done a permit from a labor inspector must first be secured. This bill did not go through.

Still another called for lights on both sides of delivery wagons at night all over the province. This was opposed on the grounds that in some cities the streets were bright enough without such lights and that the bill should be amended to read "where desirable."

RESOLUTIONS SUBMITTED.

A number of resolutions were dealt with, discussed, some amended, and others passed as read. Among them were the following:—

> "Following out the recommendations made in the president's address, we hereby request the executive officers to call the attention of the Ontario Government to the fact that there is not sufficient time given between the time that a bill is introduced and the time that it receives its third reading, and this does not give the merchants sufficient time to consider the same."

This was left in the hands of the executive committee.

One resolution dealt with the contention that a Department of Trade should be formed by the Government in the interests of the retail merchants. Labor had its separate department, and the convention considered the retail trade should be similarly recognized.

Objection was taken in a resolution to the indiscriminate distribution of an annual publication from the Department of Labor at Ottawa dealing with wholesale prices. This book, it was pointed out, gets into the hands of labor people and others who know nothing of business conditions, and tends to create a prejudice against the retailer.

To Watch Detrimental Articles.

The incoming executive was instructed to watch articles appearing in newspapers, journals, magazines, reflecting on the character and ability of retail merchants.

E. H. Kerneghen, a Peterboro grocer, and E. C. Matthews, grocer, Toronto, moved and seconded the carrying of a resolution dealing with thefts in departmental stores. The Board of Police Commissioners will be requested to look into the matter. Objection was taken on the grounds that it cost the country a lot of money to investigate these thefts, and because they were out of proportion to thefts in other stores.

Another resolution asked that the attention of the Government be called to the fact that the association believes that "false and misleading statements" are made by some co-operative societies through their promoters in prospectuses when applying for charters. If found to be untrue these statements should be taken from the books of the Government.

The prospectus of a society in Peterboro was read in part, in which it was stated that nine organized societies in Canada had in 1910 made $46,201.61 on an investment of $53,416.66. At the same time, it was claimed in the prospectus that the existence of a multiplicity of merchants under the competitive system of distribution was an unnecessary tax on the wage-earning population.

Neil Cameron stated that the members of the association under their charter had the right to agree not to buy from any wholesaler or manufacturer selling to others than the legitimate retailer. "If we can stop co-operative stores from getting goods from wholesale grocers we can stop them from going into business, for they always begin with groceries," he said.

Remainder of the proceedings of the convention will be dealt with in next week's issue.

NATIONAL CONVENTION.

Retail Grocers of the United States to Meet at St. Louis, Mo.

The annual convention of the National Retail Grocers' Association of the United States will be held in St. Louis, Mo., in May. One of the important features will be an address by Arthur J. Giles, secretary of the Federation of Retail Grocers' Associations of England. As announced in The Grocer last week, Mr. Giles will pass through Canada (Montreal to Toronto to Niagara Falls) on his way South.

Dr. Carl L. Alsberg, successor to Dr. Wiley, will also be one of the speakers, as well as Geo. E. Lichty, president of the National Wholesale Grocers' Association and J. E. Linihan, president of the American Specialty Manufacturers' Association.

John S. Taylor, secretary of the Minneapolis R.G.A. will give a talk on Salesmanship. W. H. Ukers, president of the Grocery and Allied Trade Press Association is another speaker on the list. President Lux and Secretary John A. Green, anticipate the most successful convention on record.

AN APPRECIATIVE READER.

Editor Canadian Grocer,—I have been a reader of your valuable paper for three years, and would not do without it for anything.

J. L. BYERS,

Calgary, Alta.

Solving the Problems in Selling Coal Oil

The System of Years Ago and What Dealers Are Doing to Prevent Loss and Make the Oil Business Profitable—The Part Played By the Self Measuring Pump—Overcoming Losses in Delivering Oil by Using Tank Connected With Wagon.

''Well, do I remember the first job I ever had in a grocery store,'' remarked a grocer the other day when asked about his up-to-date method of handling oil. ''It was pumping coal oil from barrels into big open tanks from which it was sold. This pumping of the oil was a nasty, dirty job, and mentally I condemned every stroke of the pump,'' he continued, ''and as the job was distasteful to me much oil was wasted. I hadn't the heart to be particular.

''Handling oil in this way is very expensive and costly when the waste is figured in. It takes a man from 20 to 30 minutes to pump out a barrel of oil; the barrel will absorb a gallon or more of oil and a couple more will be spilled in making the transfer from barrel to tank. Then after it is in the tank you lose oil from evaporation, from waste in measuring out, extra measure, etc., till you only have pay for about 38 gallons out of a 42 gallon barrel. Occasionally, a barrel would spring a leak and then the loss was considerably more.

''Why, on the floor in the oil room—we had to have 'oil rooms' in those days as the oil would otherwise taint all the groceries that were susceptible to its odors—was literally and actually so soaked with oil that it would not hold any more.

Made Change in Their Plans.

''Of course, all this is inside history you know, and is probably ancient history to some, but it is a regrettable fact that there are a lot of dealers still in the rut, still pumping and slopping, still dipping and dripping, still losing money where they should be making. But thank goodness, we woke up a long time ago and are now making money and good money, too, but mark me, you've got to have the equipment to do it and the better the equipment the more you'll make.

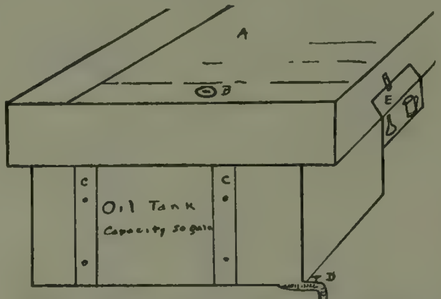
''What started us on the improving idea,'' he continued, ''was that one day in rolling in a new barrel of oil to be pumped, the blamed barrel burst the hoops when it struck the floor and we lost the whole barrel.

Installed Self-Measuring Pump.

''That set the proprietor thinking, with the result that he soon discarded the open tank with all its 'fire-coaxers' and leaks, and installed the most up-to-date, self-measuring, fire-proof, evaporation proof tanks that money could buy at that time. It was just a pleasure to fill those oil cans. You could step out there, set the gauge for the quantity you wanted, hang the can on the spigot, turn the handle and you had the can filled without getting even so much as a drop of oil on yourself. You could serve your customers better, give them better measure and make some money for yourself in the bargain. This tank had another big advantage over the old one. It told us, by means of a float, the amount of oil in the reservoir at all times and thus warned us when our supply was running low to order a new lot.''

Cutting Out Delivery Loss.

This dealer told of another oil problem he solved to his satisfaction in connection with his delivery.



Drawing showing coal oil tank at rear of delivery wagon. (a) represents the wagon bottom; (b) brass inlet with heavy screw cap for filling; (c) iron straps to hold tank in place; (d) brass tap; (e) box for measures and funnel.

''When we first got our measuring tank, delivering goods was not fashionable, and our customers came to the store, made their purchases and carried them home. But little by little this was changed and delivery systems came into vogue, then into necessity. As coal oil was a nasty thing to carry, it was one of the first articles to be delivered. For many years we struggled with this problem, and profiting by past experiences, we devised a system that is the nearest to perfection of anything I have yet seen or heard of,'' he declared.

''For many years, we delivered oil in cans placed either at the front or rear of delivery wagon, and every once in a while, a can would upset or oil would splash over the groceries and ruin them. On one occasion we lost $65 worth of groceries at one crack when a number of cans upset on a rough piece of road. One of our competitors suffered a larger loss about the same time through the bursting of a five gallon glass demijohn when crossing a railway track. We also had considerable trouble with complaints from short measure due to loss of oil during delivery.

A Partial Remedy.

''These experiences led us to adopt a new plan. We had a mechanic make us a wire cage to attach underneath the rear of the delivery wagon which was so arranged that by using wire partitions, one, two and five gallon cans could be held snugly in place and prevented from tipping. This was a decided improvement, but yet it had many disadvantages. The biggest one was the slopping over of the oil. Being out of sight of driver, the tops would come off or the plugs off the spouts and the oil would be wasted. Another disadvantage was getting the cans mixed. Customers would complain that they did not receive their own cans. We partially overcame this by attaching labels to each can when received, but occasionally this would be forgotten and trouble was the result.

''As the cage had to be set fairly low to permit the entrance of cans, it was quite frequently knocked off by an unevenness in the road. We had two accidents like this that caused serious loss. Then after use for some time the cage was so battered that partitions were useless. In the end we discarded the cage entirely and went back to the old method of carrying the cans inside the wagons till one day the 'big idea' came.''

Adopts Tank System.

By referring to the illustration on this page, readers will be able to follow better this dealer's method.

''It is the ideal system,'' he maintains, ''for handling coal oil and for our trade it was our salvation as our oil trade had increased so rapidly that it was practically impossible to deliver 250 to 300 gallons of oil per week, profitably, in the old way. But with this new tank we were able to deliver the oil at an increased profit and more satisfactorily to all concerned.''

Construction of Tank.

The tank he uses is made of heavy galvanized iron in the form of a rectangle, its dimensions being made to conform with the size of the space under waggon. It should be on a level with the rear axle as this will give a good road clearance, and will not be so hard on the springs. The tank can be placed either at the rear or between the front and rear wheels if there is room. It is held in place by two iron bands or straps with tensions on both to take up the slack caused by wear. The tank should be large enough to hold 40 or 50 gallons of oil. Underneath the wagon box in a convenient place is a box for the gallon and half gallon measures and a funnel.

In the construction of this tank great care must be taken with the tap and filler. These should be brass, as other metal wears away too quickly. The tap on a 50-gallon tank should be at very least a 1½-inch and it would be better if it were a 2-inch tap. In selecting the tap, care should be taken to see that it is well buffed on the wearing parts, for if this point is neglected and a tap that is not well buffed were used it would soon begin to leak. This can be avoided by using care in selection. The above dealer paid $5 for a 2-inch brass tap and it was money well spent, he claims. "We could have bought them for $2 up. The filler on the wagon bottom is just an opening into tank with a heavy brass nipple and screw cap. The tank is filled according to orders and the oil is measured out at the door by the delivery boy. With a two-inch tap a five-gallon can can be filled in 2 minutes. By placing tap, which should be operated with a removable key to avoid meddling, so that it draws oil from under the tank, all the oil can be drawn off otherwise there would always be a little left in the tank.

"By making a special price on five-gallon lots larger orders can be secured and thus time is saved in measuring out oil. By this method of handling the oil you safeguard your groceries as there is no chance for it to come in contact with them. You prevent complaints from lost cans, short measure, etc., and are able to sell and deliver oil at a profit."

Using a Special Tank.

Another dealer has adopted the plan of delivering his oil by special tank wagon arranged to hold about 150 gallons. So many days a week he sends this wagon over different routes to supply his customers. It is a paying departure, he states.

Another point is in buying oil. The dealer should be sure he is getting the lowest rate. The dealer who designed the tank had two stores and had to pay 3c a gallon more at one than at the other, while the haul was shorter to the store which had to pay the long price. It took him nearly a year of persistent effort to clear this matter up with the result that the store which was paying 3c more, paid 1½c less than the other store when the adjustment was made.

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O. J. Crockford & Son have entered into grocery business at 75 Don Mills Road, Toronto, Mr. Cockford, jr., has been lately with D. Bell, Yonge St.

Selling Tobacco in the Grocery Store

Passive and Aggressive Methods Contrasted — Evidence Showing That Modern Methods Mean Good Sales—Value of the Silent Salesman—Makes Sales Itself and Keeps Tobacco in Good Condition.

Recently a Grocer representative was assigned to investigate the sales of tobacco in grocery stores. Twelve stores in all were called on and the conditions existing in these stores are given below:

First Store.—This store on the main street is a typical grocery for the section in which it is located. When asked whether he handled tobacco and what he did to increase sales the proprietor replied "yes, we handle tobacco but don't find much call for it. Too much competition around here to sell much tobacco. We don't push it but just keep it to accommodate our regular customers." "Where do you keep it?" he was asked. "Why, down here in a drawer," replied the proprietor as he led the way to the back of the store and pulled open a drawer disclosing a rare collection of ancient tobaccos. How he ever made a sale at all was a wonder.

2nd Store.—The conditions existing in the first, but the stock was kept nearer the front and was of a little better quality, but it too was hidden away out of sight of the consumer in a dark drawer. Both these grocers complained bitterly of competition. Is it any wonder?

A Striking Contrast.

3rd Store.—The tobacco here was kept in a neat glass case on the counter. The tobacco was tastily arranged in the case. When asked regarding his sales the grocer replied: "I used to keep my stock of tobacco in a drawer and sold very little, but my sales increased over 25 per cent. when I put in that case and sales are now showing a monthly increase. Customers buy tobacco here who never did before, simply because they can see it. The case also helps to keep the goods in better condition and the sponge there keeps the tobacco from drying out."

4th Store.—Tobacco in the fourth store was heaped up on two shelves and liberally covered with dust. Trade here was only fair and the dealer did not push sales, but sold only when asked to do so. This dealer also complained of competition. It should be remembered that if you don't go after the business the other fellow is sure to, and you will be the loser.

5th Store.—Didn't handle tobacco at all until customers' demands forced him to do so. Had a case but doesn't push line very hard. However, sales are on the increase and a nice business was done during the past year.

These instances demonstrate that there is a certain demand for tobacco in the retail grocery store, and all that is necessary to get this profitable trade is to push the line and keep it where the purchasing public can see it.

At the next stores called on, up-to-date methods were employed to boost sales.

Well Kept, Easily Sold.

6th Store.—The tobacco stock in this store was kept in a shining silent salesman in the front of the store. The display of tobacco would tempt any user to purchase, as it looked so clean and well kept. "Do we sell tobacco? Certainly we do and lots of it. We sell 8,000 to 10,000 cigars a month to say nothing about tobaccos. Competition is pretty keen up here at that, but the boys know that we keep our tobacco in first-class shape, and we have no fear of our competitors; in fact we hardly know they are in business at all," added the dealer.

7th and 8th Stores.—These two stores were almost identical, although many miles apart. The proprietors of both stores were loud in praise of the profits derived from sales in their tobacco departments. Both departments were well kept and in each instance the tobacco was kept in silent salesman cases.

Merchant Provided Smoking-Room.

The 9th, 10th, 11th and 12th stores were country stores where the sale for tobacco and cigars is not as great as in the city and town groceries. In these stores, however, tobacco was pushed and the sales made were a revelation. In one store the dealer always bought his tobacco in 25 caddy lots, his cigars in lots of 5,000. He had customers that would buy $5 and $6 worth of tobacco at a time and quite a large number of smokers who bought their supplies in pound boxes. This dealer overcame the trouble of smokers sitting around his store by providing a small room at the rear where those who wished could go and enjoy their smoke in comfort. This room was a big incentive to smokers to make their purchase at this store. It also increased the sale of other lines the dealer handled as the smokers were mainly farmers who came to the crossroads store to get their supplies and enjoy a smoke with their friends. The other stores all had a good tobacco trade and were pushing the line energetically. The silent salesman cases were a big help in making sales even in these remote places.

The result of these investigations is

the conviction that there is an enormous demand for tobacco; that tobacco can be sold profitably in the country as well as in the town or city grocery; that modern equipment coupled with aggressiveness will increase the sales 25 to 100 per cent.; that competition is never feared where up-to-date selling methods are used.

Letters to the Editor

Toronto, April 23, 1913.

Editor, Canadian Grocer.—In The Canadian Grocer of April 18 there appeared a little article headed: "Tea Sales Showing Dealer's Power to Sell," and in this the writer bragged of refusing to handle a certain brand of tea. He told of his town being sampled, of a lady coming in and asking for the tea, and of his telling her he did not stock it, but as she insisted on getting this particular brand he suggested to her that she buy a pound of the tea he was selling, and lead her husband to believe he was drinking the tea he favored and desired. This he tells us she did, etc., etc.

I am astonished at The Grocer giving space to such an immoral article. Surely you, Mr. Editor, did not read it. What confidence could be put in this man's word? He tells his little story in cold blood, and boasts of successfully tempting a wife to deceive her husband.

Surely when this is drawn to your attention you will not again lend your columns to a character of this kind.

Yours truly,

One Who Supplies the Public With What They Ask for and Does Not Even Try to Deceive Them.

Editorial Note.—It was far from The Grocer's intention in the article referred to,to suggest or even intimate that the dealer quoted in that article wilfully tempted a wife to deceive her husband. The article was written for the purpose of illustrating the selling power of the retailer who has the confidence of his customers, and who thoroughly understands his goods even in such an extreme case as where a certain article has been at first insisted upon.

We feel, therefore, that our correspondent has not quite read the article aright in so far as his statement that a wife was tempted to deceive her husband is concerned. The article states that the dealer suggested that she take home what he recommended to be a better tea, costing less money. Eventually the husband found that as far as he was concerned it was superior, and the wife has since been a continual buyer of that brand. As the following quotation from the article will prove, there is no suggestion that the dealer used his influence to get the wife to even intimate to her husband that the tea he (the dealer) offered was the same as the husband had liked so well. Here is the extract:—"I felt sure that the tea I was offering was every bit as good, if not better, than the one for which she asked. I told her I could safely guarantee satisfaction from it in every way, but that was not enough to persuade her. Finally I made the suggestion that she take a pound of the tea I was offering, give it every care in the making, and serve it to her husband for several days **without informing him where she got it, or what tea it was.** The suggestion appealed to her, and as there was a difference in price in favor of the tea I recommended, she readily conceded to give it a trial and to inform me as to results."

When our correspondent reads this paragraph again we believe he will come to the conclusion that here was a straight case of salesmanship—selling an acknowledged superior article at less money—and not a case of attempting to deceive. Surely such a sale would induce the wife as well as her husband to place even more confidence in her dealer, and, therefore, to become larger buyers from him. The article later intimates that such was the case. Had the customer been led to really deceive her husband, confidence in the grocer would have been lost, and the customer would have gone elsewhere.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following are items from The Canadian Grocer of May 5, 1893:—

> "George Vick, grocer, of Orillia, has introduced a unique feature in his business. The space between his two stores, which has hitherto been used as a storehouse, has been turned into a department for the display of canned goods and fancy groceries. It is semi-circle in form, and is fitted with large sliding glass windows. At night it is brilliantly lighted, and the effect is said to be very pretty."

Editor's Note.—While time has made some changes in the personnel of this firm, Geo. Vick & Sons is still a name well known around Orillia. This firm a year or so ago refitted up a new store in modern style, making it one of the brightest and most attractive in Ontario.

* * *

> "Hudon, Hebert & Co., wholesale grocers, of Montreal, have dissolved, and a new partnership has been registered, composed of Joseph Hudon, Chas. P. Hebert, Leandre Brault, Irenee Jarret, Albert Hebert and Zepherin Hebert."

Editor's Note.—After the lapse of the two decades, Hudon, Hebert & Co. are still in business in Montreal and well known throughout Canada. The last named in the above paragraph, Z. Hebert, is now at the helm.

* * *

> "Taylor, Scott & Co., manufacturers of woodenware and brooms, Toronto, have dissolved. The dissolution was by lapse of time, and was in compliance with the agreement entered into when the partnership was formed five years ago. Mr. Scott retires, and the business will be carried on by Mr. George C. Taylor under the old style.' '

* * *

> "The deputation of Montreal wholesale grocers who waited on the Hon. Messrs. Bowell and Foster in regard to the tariff were George Childs, George Lightbound, J. C. Rose, C. C. Hebert, Charles Chaput, W. M. Kinloch and C. E. Colson. The actual changes which the trade desires are rather of a trifling character, and not in any sense calculated to disturb the general principles of the national policy. At the same time there is a very general feeling in the trade against specific duties in favor of ad valorem duties, which they consider in reality is the proper method of imposing protective duties."

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CATALOGUES AND BOOKLETS.

The catalogue of the Uno Company, manufacturers of coffee roasters and grinders, Tower Hill, London, Eng., has come to hand. This shows by half-tone cuts the various roasters and grinders manufactured by this company, and gives a description of each. There is also information on the roasting of coffee with the process of the Uno Co.

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Mrs. M. G. Boutellier, grocer, of 340 Toronto Street, Winnipeg, has purchased the grocery stock of Mistress Wilson, Beverly Street, and will move there next week.

An Appeal For More Members

D. W. Clark, *Toronto,* *President,*	*John Diprose,* *London,* *1st Vice-Pres.*	*J. A. McIntosh,* *Hamilton,* *2nd Vice-Pres.*	*F. W. Ford,* *Ottawa,* *3rd Vice-Pres.*	*W. C. Miller,* *Toronto,* *Secretary*	*Thos. Shaw,* *London,* *Treasurer.*

Ontario Retail Grocers' Association

(*Incorporated*)

Toronto, *April 28th, 1913*

The Canadian Grocer:

Gentlemen:—At the Convention of the Ontario Retail Grocers' Association held in this city on Apr. 16 *and* 17, *the following resolution, which was embodied in the Secretary's Report, was unanimously carried, a copy of which I herewith submit:*

"Resolved that the O.R.G.A. at its first annual convention express to our trade journals the sincere thanks of the Association for the valuable space and earnest appeals made to the trade through the columns of their papers and to the publicity given to the work and deliberations of the Association during the year."

We would further request that through your columns you would express to the trade the appreciation of the above association for the very hearty co-operation and assistance extended to us in our efforts to bring about the said amendments to the two petitions which have been in circulation thorughout the year, and of which we feel very hopeful of having ratified.

Any who have not yet had these two petitions might communicate with the secretary, and he will be pleased to send same on application, as we still want more signatures; in fact, Attorney-General Foy said, "When you come again, I hope you will have 10,000 *signatures."*

We also want more members and trust that before next annual meeting to have our present membership trebled. In order to do this, we must have the co-operation of the retail grocers of the province, and for the nominal fee of $2, *we hope to receive application from all parts.*

Sincerely yours,

W. C. MILLER,
Secretary.

The Clerks' Page

By the Cub Reporter

COURTEOUS TREATMENT.

The Cub Reporter.—When a clerk goes to serve a customer I claim he should advance with a bright, inviting countenance. This is appreciated by everybody. Customers will not only remember it, but will mention it to their friends how cordially they were treated. If not regular patrons of your store, you may make them so. At any rate, they will come back when in your locality. Not only that, but the advertisement you get through a pleasant smile is inexpensive and shows results. The clerk should give a customer his whole attention, relieving the customer of having to repeat, if possible, and saving time for both clerk and customer. If the article asked for is not carried or out of stock, sell something else, if possible, without giving the customer the impression you are trying to force the substitute on her. Very often a sale that is made this way is not satisfactory, consequently they do not come back again. The article you sell should be equal in quality, if not superior, to the one asked for, otherwise dissatisfaction is almost sure to arise.—A. J. N., Toronto.

* * *

MAKE GOOD WHERE YOU ARE.

An enthusiastic clerk in a Sydney, Cape Breton, store writes the Cub Reporter, who looks after this page, as follows:—

Editor, Clerk's Page.—"Wait until I get a chance; I'll get out of here so quickly that it will make you feel dizzy to watch me."

How often do we hear young men who have a fairly good position, with good prospects, make the above remark. Young men in the grocery business who, if they took a little interest in their work, made their employers' interests their own, would be better off.

If they saved their pennies it would be a comparatively short time before "the clerk of to-day would be the merchant of to-morrow," or if not to enter business for himself would merit recognition from his employer and stand in line for advancement.

"Oh, but what's the use of killing yourself?" some clerks will say. "There is no chance here to get ahead. I am getting now as much pay as I ever will."

This is a mistake. If a clerk does not make good in his present position, it isn't likely he will better himself permanently elsewhere.—A. R. McLeod.

* * *

THE CLERK AND THE WINDOW.

There is no better method of proving one's worth to the store than by taking an interest in the window displays. Many a young man has gained strong recognition from his employer, simply because he took upon himself to see that at all times the store had something worth while to show the passerby. In Hamilton, Ont., recently, the writer met the young clerk who attends to the windows of A. G. Bain & Co. His name is O. S. Holmes and one of his windows appeared in the Spring Sales Number of Canadian Grocer. Mr. Holmes never knew he could dress a window until once when the regular trimmer was away. He was asked to make a display. His work was well done and ever since he has had charge of the windows in this store.

Many a clerk does not realize his latent abilities along these lines until he has tried. Where there is a young salesman in a store with any spare time at all, the windows should never be without a good selling trim.

Bruce McDougall, of Ingersoll, Ont., is another young clerk who has marked abilities along window dressing lines. He has concentrated on display. He has read article after article on the subject, and has been watching for a long time the windows shown in this paper. Now when he dresses a window, it draws custom every time. He gets the people of Ingersoll talking about his work, and has had deputations from civic authorities call to congratulate him.

What these young men are accomplishing others can do. A good window trimmer is always in demand.

* * *

CLERKS WANT HALF HOLIDAY.

A general meeting of the Retail Employees Organization of Victoria, B.C., was held recently. The executive reported that progress had been made since the last meeting. The Butchers' committe submitted a resolution to the effect that a weekly half holiday for the perishable goods trades was workable and taking the facts into consideration held a strong preference for Saturday early closing. Arguments were introduced dealing with all phases of the question and the resolution was unanimously endorsed by the meeting. D. W. Poupard was appointed organizing secretary on a salary.

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OBSERVATIONS OF THE CLUB REPORTER.

All things come to those who hustle while they wait.

The most successful salemen are those who have taken the thirty-third degree in the creation of desire.

See that your language and your intonation carry enough courtesy over the telephone so that the cordial smile that cannot be seen will not be missed.

The clerk who shows his enthusiasm in his work by dressing neat windows, making display cards, or by devising some method for increasing sales, is bound, sooner or later, to secure recognition from his employer.

Current News of the Week

Quebec and Maritime Provinces.

J. P. Buckley, a Halifax, N.S. grocer, died recently.

Mrs. A. Boucher, grocer, Sherbrooke, Que., has sold to A. T. Roy.

United Coffee Stores, Limited, has been organized in Montreal with capital of $100,000.

Wentzells, Limited, Halifax, N.S., have added a confectionery department to their retail store.

Wylie Brewster and Jas. Noyse have joined the staff of Lamont and Steadman, Kentville, N.S.

W. G. Patrick and Co., Montreal, are moving their showrooms from St. Paul St. to The Read Building, where they will occupy larger and better premises.

P. Cliche of Beauce Junction, Que., has been granted a loan of $7,000 for seven years and exemption from municipal taxes for ten years by the council of Megantic, Que., on condition that he establish a broom and brush factory there.

Peak, Frean and Co., Ltd., have appointed F. L. Benedict and Co., 144 Craig St., West, Montreal, P.Q., as their representatives for Eastern Canada, including Ottawa city. Formerly they were represented by two different firms, one at Montreal and another at St. John, N.B.

Ontario.

Geo. M. Sawyer, grocer, Leamington, Ont., has sold to C. Ellis.

H. Wiltse and J. C. Medd are opening a new grocery in Clinton, Ont.

A. E. Stetson has opened a grocery and confectionery store in Renfrew, Ont.

M. M. Mulhern has purchased the grocery business of R. J. McGillis, Cornwall, Ont.

Wm. Collins, a Peterborough, Ont., grocer, died recently. He was in business for 27 years.

Thos. Harker, in the grocery business in Oakville, Ont., for some eight years has sold to E. O. Taylor.

Edgar Burnham has been appointed representative in Peterborough, Ont., and district of the Montreal Biscuit Co.

The officers of the Retail Merchants' Association, of Guelph, Ont., were recently elected and are as follows: — President, R. S. Cull; First Vice-President, A. J. Groom; Second Vice-President, B. Hewer; Treasurer, W. Hood; Secretary, Geo. E. B. Grinyer.

H. P. Eckardt, of H. P. Eckardt & Co., wholesale grocers, Toronto, has returned from a three month's trip to the South. He visited, among other places, Palm Beach and Atlantic City. He motored in his touring car from New York to Boston, then across New York State to Toronto, via Albany.

Mr. Henri de Leeuw, grocery broker, Front St., Toronto, has left for Vancouver to meet Mr. Teu Hope, managing director of the Biscuit Factory, Victoria, Holland. They will return through Canada, appointing agents in the principal centres.

James Bicknell, K.C., addressed The Canadian Credit Mens' Association, Toronto, at its last meeting on the need of a bankruptcy law for Canada that would improve credit conditions. The following were nominated as members of the Board of Governors, and at the next meeting will be elected for two years:—J. A. Malcolm, J. A. Catto, H. D. Eby, J. A. Lawrence, L. F. Monypenny, A. R. Clarke and Thomas McMillan.

HARRY RANAHAN,
Who was recently elected President of the London Retail Grocers' Association.

At a meeting of the Trades and Labor Council, held at the Labor Temple in Toronto recently, intimation was given that it is proposed that a company be formed of labor unionists, with a floating capital stock of $1,000,000, to be issued in shares of $5 each, par value, the company to be called "The Union Label Stores," with the supposed object of reducing the high cost of living by entering into distribution through retail stores throughout Canada of dairy products, furniture, coal, groceries, clothing, and any other domestic necessity which the board of directors see fit from time to time to market The company, according to present plans, shall be governed by a board of directors, who meet in Toronto at periods as arranged by themselves. Each store shall have an advisory board, made up of members who are dealing in this stock, and a member for each local, who has taken stock, and which shall report to the general management upon the general welfare of this store. One member of each advisory board is to be elected to act in conjunction with the general board. It is further understood that the company shall undertake from time to time to manufacture such articles as are in large demand, and in doing so to use none but union labor.

Western Canada.

A number of merchants of Lashburn, Sask., have decided jointly to close at six o'clock every evening except Saturdays and nights before holidays.

The Leaf Grocery store, Burnaby, near New Westminster, B.C., sustained a $6,000 fire loss recently. Employees of The American Can Co., saved $700 worth of the stock.

W. H. Siddall, formerly manager of grocery department of the Ashwell store, Chilliwack, B.C., has formed a partnership with a Mr. Haley, of Vancouver, and purchased the stock and grocery business of B. T. Malcolm in Chilliwack.

The Railway Commission at Ottawa last week gave judgment that there should be a 20 per cent. reduction in express rates in Western Canada, in the standard maximum tariffs for traffic classified as merchandise. The present minimum charge of 25 cents is not interfered with. The reduction comes into force on July 15.

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VENGEANCE.

Nibble: "I never used to eat beef, but now I eat all I can of it, three times a day."

Gibble: "Ah! Come to be too fond of it, eh?"

Nibble: "No. Revenge. A bull chased me clear across a ten-acre lot the other day, and pitched me over a six-rail fence."—Ex.

General Review of the Grocery Markets

Sugar Situation at Moment Steady But Requires Close Attention — Montreal Molasses Situation Holds Same With no Further Developments—Cardamon and Celery Seeds Take Big Advance—Cardamon Not Likely to be Lower—Collections Improving.

QUEBEC MARKETS.

POINTERS:—

Sugar—Steady.

Molasses—Unchanged.

Dried Fruits—Demand improving.

Coffee—Advancing.

Montreal, April 29.—There is a very brisk trading in groceries this week. Lake and river navigation is open, and a large number of orders have come in for shipment on these early boats. The week has seen few price changes, and generally market is featureless.

Money is easier and buying more liberal than for some time past, while fine weather has given retailers more confidence in trade conditions. Retailers generally report good business, although this week will be rather dull on account of annual moving. It is estimated that 30,000 families will change homes this week. Last year's estimate was 27,000.

Rosin has declined, and is now selling at $7.25 per 280 lb. cask, while it formerly sold for $8.75. Pepper is stronger, having advanced on the primary markets. Fairbanks' compound lard is 10c higher than last week.

New pack of a certain brand of lobsters will be delivered next week. This will be the earliest delivery on record.

Beans are advancing under a heavy demand. Peas are also meeting with a heavy demand, and prices are firm. Clover seed is scarce and hard to get, while other seeds are moving freely. The warm weather has brought on the demand with a rush, and stocks are very low.

SUGAR.—Although New York market has fluctuated several points during past week, local sugar market remains steady at last week's level. There is at moment an upward tendency to market. It is stated by refiners that at present prices no one is making any profits, and there is a strong feeling that this condition should be terminated.

Granulated, bags	4 50
Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES. — Molasses situation is practically same as last week, as there have been no further developments, both factions still maintaining their positions. Prices are slightly higher this week, with ruling price at 37, although there are still occasional offerings at 36½.

It is stated that one of the prominent bears has offered 36½c f.o.b. Montreal for 1,000 puncheons, but the offer was refused. This party advised waiting when molasses were selling at 34c. This case must not be taken as an indication that market is going up, for market is still a test of strength of the two factions.

Situation as it appears to-day is this: Production is short about 25,000 puncheons, this year's production being about 60,000 puncheons of all grades, practically all of which has been sold by the producers. Buyers have covered booked orders fully, but have scanty stocks in store and prefer to do with out molasses rather than pay the high prices now asked. High prices will curtail consumption to a large extent, which in turn will help to offset shortage. Importers will have to accept deliveries shortly, which means that the molasses will have to be paid for. As money is tight, it is reasonable to suppose that the importers will attempt to finance this by selling as much molasses as possible. As buyers refuse to purchase at present prices, it is very probable that prices will be shaded to compromise the situation, and it is here that the real struggle will be. It is indeed a very puzzling situation, with very little to indicate the ultimate outcome. Prices to-day range from 36c to 37c.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP. — Production of maple syrup for this season is practically over. Season's production is about same as last year, if not a little heavier, and prices have sagged off a little from last week's quotations. Syrup is practically all made, but producers are still making sugar. Maple syrup has declined to 10c and 11c per lb.

Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Demand for dried fruits is improving. Prunes are moving freely, with prices firm. Raisins are in good demand, and prices are firming. Currants are meeting with a steady demand, while prices have advanced on primary markets. Other dried fruits are selling well for season of year.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—Cheap grades of Ceylon are a trifle higher than last week, and market generally has a very firm tone. During past few weeks sales have been made at shaded prices, but with increased demand on opening of lake navigation prices have stiffened. Primary markets are quiet, under a steady trade and firm prices. New crop of Ceylons and Chinas are being offered, but will not arrive on local market until end of May. Trade is much brisker this week, and market has a brighter tone than for some time past.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22

India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—There is no change in local coffee situation, but primary markets are very firm and advancing. Demand for coffee is quiet and shows a falling off in business accomplished. Prices are steady and firm.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICES.—Owing to Jewish holidays and annual moving, local trading in spices is very quiet this week, but with these events over, and with opening of lake and river navigation, business should show a decided improvement next week. Prices are firm, with no features either in local or primary markets.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Pimento	0 15	0 17

RICE AND TAPIOCA.—There is nothing new to report, as prices are firm and demand steady. The opening of lake navigation has stimulated buying to some extent.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Demand improving, especially for peanuts, but otherwise the situation is devoid of features.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	[illegible]
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75

Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS,—

Sugar—Market steady.

Spices—Cardamon and celery seed advanced.

Toronto, April 30.—Financial stringency has eased up considerably during past week. Throughout the West collections and money are said to be in pretty bad shape, but in Ontario have taken on marked improvement. Retailers, overstocked in the winter, have held off buying, with result that stocks are now lighter and larger amount of money is to be had as working capital. With a few more weeks continuance of present conditions, it is thought that matters will be in pretty fair shape.

Business too is picking up slightly, though there are still those who are willing to complain of dulness. With seeding pretty well on throughout province prospects are for better trade conditions in near future.

SUGAR.—On New York markets a more steady tone has prevailed throughout past week. There has been even a slight advance, quotations now being $4.35 for delayed, $4.30 within 7 days, and prompt on former basis.

Buying of raws has been only moderate, discussion as to effect of new tariff, and fact that Port Rico continues to rush her sugars to market so as to not lose her duty advantage tending to keep things more quiet than otherwise.

In Canada trade is beset with result of reciprocity agreement between Canada and West Indies which is now under discussion and has come up for a third reading.

What the result of these two tariff changes will be is something yet to be demonstrated, and which will not be proved for some months.

At moment sugar on local market continues to hold steady. Opinions vary as to what future will be, but many dealers continue to hold firm belief that any change will be upward. Situation, however, is doubtful, and needs to be watched closely.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP & MOLASSES.—Maple syrup is now moving out very freely. Quality is well up to average in most cases, though this has been said to be a poor sugar year, and prices reasonable. Higher grade molasses keep firm with rising tendency. Common varieties are likely to hold unchanged.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case		5 40
Pints, 24 to case		3 00
Maple Syrup—Pure—		
Gallons, 6 to case		6 60
½ gallons, 12 to case		7 25
Quarts, 24 to case		7 25
Pints, 24 to case		4 00
Quart bottles, 12 to case		3 50
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—All seeded fruits continue to hold quite firm on primary markets and may advance even farther. Locally few are moving, demand being mostly for prunes, table figs, peaches and apricots. Prices hold unchanged.

Prunes—		
30 to 40, in 25-lb boxes	0 12½	0 13¼
40 to 50, in 25-lb. boxes	....	0 11¼
50 to 60, in 25-lb. boxes	....	0 10¼
60 to 70, in 25-lb. boxes	....	0 09
70 to 80, in 25-lb. boxes	....	0 08½
80 to 90, in 25-lb. boxes	....	0 08
90 to 100, in 25-lb. boxes	....	0 07½
Same fruit in 50-lb. boxes, ¼ cent less.		
Apricots—		
Standard, 25-lb. boxes	....	0 13
Choice, 25-lb. boxes	....	0 16
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 03½	0 04
Bag figs	0 05	0 07
Fancy box figs, according to size	0 10	0 15
Evaporated apples	0 06½	0 07
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Hallowee', full boxes	....	0 05
Hallowee', half boxes	....	0 06½
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Situation is much same as week ago. Stocks in London would tend to point towards firmer markets. This week last year there were on spot 17 million pounds, whereas there are now only 15 million. With markets advancing it practically means that if wholesaler is going to provide same quality teas he will have to pay more for them.

COFFEE.—Low grade coffees on primary markets have taken another slump. They have been fluctuating slightly during past week and now stand lower than at any time during past year. Milder grades have shown some slight fluctuations also, but remain practically unchanged since week ago. Locally prices hold unchanged.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25

Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—There is still some prospect of peppers advancing even farther. Cloves, if anything, are firmer but no price change has been affected. Cardamon and celery seeds, former especially, have taken big jump up this week. One local dealer is of opinion that cardamon seed will not likely ever be lower than present level as land upon which this has been grown is being transplanted with rubber and tea. Ceylon cinnamon, too, is in much same position. Regarding other spices, opinion seems to be that these have reached their limit.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	90—0 00	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Tapioca appears to be a little easier. Primary quotations yesterday were a fraction of a cent lower than week ago. It is not expected, however, that any change will be made locally for some time.

Rice appears to have reached bottom. Quality on low grade stuff is very poor.

With eggs steadily declining demand both for rice and tapioca is greatly on increase.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03¼	0 04
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05¼	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Flake	....	0 08

NUTS.—Situation continues practically without change. Almonds and walnuts hold quite firm with advancing tendency. More peanuts are appearing on local market this week. These are bringing 10 to 10½ cents per lb. raw, or 12 cents roasted.

Almonds, Formigetta	0 15	0 16
Almonds, shelled	0 38	0 40
Almonds, Tarragona	0 15	0 17
Walnuts, Grenoble	0 16	0 16½
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Marbots	0 14	0 15
Walnuts, shelled, new	0 30	0 32
Filberts	0 12	0 12½
Pecans	0 18	0 20
Brazils	0 13	0 15
Peanuts, roasted	0 10	0 13
Peanuts, green, extras	....	0 08½
Peanuts, green, jumbo	....	0 10
Peanuts, shelled	0 08	0 09

BEANS.—Low quotations are being made on primes, but quality is so poor that few are being bought. There is so much discoloration, and softness in stocks that it is next thing to impossible to separate into various grades as in past years. As result all kinds of prices are being asked.

H.P. continue to hold at about same level.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.	....	2 60
Austrian, mixed, per bush.	....	2 40

MANITOBA MARKETS.

Winnipeg, April 29.—With the opening of navigation and the movement towards sea-board of some twenty million dollars worth of grain, it is expected that money will flow more freely in the West and that in a week or two there will be no more talk of stringency.

Seeding has progressed under particularly favorable conditions, and most of the land is now sown. There are yet some fifteen or twenty million bushels of wheat to market and at the greatly improved price now obtainable this reserve should put a lot of money in circulation.

The grocery trade is showing more activity although there is no very heavy buying. Neither wholesalers nor retailers seem anxious to accumulate very heavy stocks.

Collections still leave much to be desired, but improvement is now looked for. There is no disguising the fact however that both wholesalers and retailers during the last six months extended credit beyond the dictates of sound common sense and that it will take time to straighten things up.

Prices are steady, except in the case of sugars and syrups which have declined.

SUGAR.—Sugar is down 10 cents per barrel and there is now an ample supply to meet all requirements. As there is a good demand prices should be steady for some time.

Extra standard granulated, per bbl.	5 10
Montreal yellow, per bbl.	4 70
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 95

Sugar in sacks, 5 cents less.

SYRUPS.—Prices are steady and demand light. A reduction of 10 cents per case rumored is not as yet confirmed.

2 lb. tins, per case		2 13
8 lb. tins, per case		2 53
10 lb. tins, per case		2 41
20 lb. tins, per case		2 51
Barrels, per 100 lbs.		3 70
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—There is nothing new to report since last review, but a somewhat better demand for green fruits means a corresponding quietness in dried varieties. Present low prices of prunes should make them good buying.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 05
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06¾
50-60s, 25s, s.p.	....	0 07½
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—Coffee is slated for a rise according to New York market reports. Locally market is unchanged. There does not seem to be much likelihood of over production this year. If there is, the valorization people will look after it.

Coffee—		
Green Rio, No. 5	....	0 16½
Roasted Rio	....	0 21½
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Opening of baseball season should create a little life in the nut trade which for some time has been very dull.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—There is a very fair demand for beans and other cereals of kindred varieties. Prices are unchanged.

Beans—		
Hand picked	....	2 35
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	3 45
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

WINNIPEG.

FRUITS AND VEGETABLES. — There is a good supply of vegetables, mostly imported, and a more active trade in fruits. Valencia oranges and Egyptian and Australian onions are now on market. Pineapples and strawberries are plentiful and cheap.

Strawberries, case	....	4 00
Pines	5 00	4 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Washington apples	1 75	2 25
Ontario apples	4 50	6 00
Florida grape fruit	....	5 50
Naval oranges, case	....	5 50
Messina lemons	....	6 50
Australian onions	....	5 50
Egyptian onions	....	3 50
American radish, dozen	....	1 00
Leeks, dozen	....	0 60
American leaf lettuce	....	0 50
Beets, per lb.	....	0 01½
Cabbage, per lb.	....	0 02½
Parsley, per dozen	....	0 40
Head lettuce, per dozen	....	1 75
Carrots, lb.	....	0 02½
Florida tomatoes, case	....	0 60
Swede turnips, per bushel	....	0 90
Green onions	....	0 35
Peppers, per basket	....	1 25
Cucumbers, dozen	....	2 75
Cauliflower, dozen	....	3 00
California celery, dozen	....	1 00
Parsnips, lb.	....	0 02½
Saurkraut, lb.	....	0 04
California rhubarb, lb.	....	0 08
Imported mushrooms, lb.	....	0 90
Asparagus, case	....	4 00
Spinach, lb.	....	0 15

WINNIPEG.

FISH.—Oysters are now out of season and off market. Fresh salmon, halibut, etc., should now soon be on market as well as fresh caught lake fish of several varieties.

Fish—		
Frozen salmon, per lb.	....	0 11
Fresh whitefish, per lb.	....	0 08½
Fresh halibut, lb.	....	0 13
Fresh trout, lb.	....	0 12
Pickerel, per lb.	....	0 08
Block codfish, per lb.	....	0 10
Finnan haddies, lb.	....	0 08
Bloaters, box	....	1 50
Holland herring, keg	....	0 72
Kippered herring, box	....	2 00
Goldeyes, doz.	....	0 50
Labrador herring, ½ bbl.	....	4 20

WINNIPEG.

PRODUCE AND PROVISIONS. — Butter is a little easier, having declined one cent for creamery. Eggs are plentiful and cheap. Cured meats are still on the up-grade. Packing houses report a good demand for cured meats. Hog shipments last week were light.

Lard—		
Tierces, per lb.	....	0 13¾
1 lb. bricks	....	0 16
50 lb. tubs	....	7 00
20 lb. pails	....	2 85
10 lb. cases	....	8 70
50 lb. cases	....	8 80
30 lb. cases	....	8 85
Cured Meats—		
Hams	0 17	0 20½
Bacon	0 20½	0 24
Shoulders	....	0 15½
Long clear D. S.	....	0 15¾
Mess pork, bbls.	....	26 00
Butter—		
Creamery	0 36	0 38
Dairy best	....	0 28
Dairy, No. 1	0 20	0 21
Dairy, No. 2	0 16	0 18
Eggs—		
Manitoba, per doz.	0 18	0 19
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

NOVA SCOTIA MARKETS.

By Wire.

Halifax, April 29.—Wholesale grocery dealers report business in good volume with prices firm. There is an abundant supply of eggs on market and price has dropped to 19 cents. Butter receipts are increasing and prices are shade easier. All pork products have an upward tendency. There is better demand for canned goods and dried fruits. Vegetables are scarce. There has been a slight advance in prices. General outlook for business is excellent.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	....	0 15
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 19
Flour, Ontario, 90 per cent.	5 05	5 15
Flour, Manitoba best, per bbl.	....	6 15
Grapefruit, per case	....	4 00
Hams, per lb.	....	0 20
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Onions, Valencias, per lb.	....	0 02½
Onions, American, per bag	....	1 25
Onions, Canadian, per bag	....	1 15
Oranges, Florida, per case	....	5 00
Oranges, navel, per case	....	5 25
Pork, American clear, per bbl.	....	27 00
Potatoes, per bag	....	1 60
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 00
Turnips, per bag,	....	1 10

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., April 29.—There is little of special interest in markets. In molasses scarcity is being felt and as result prices are very firm. Sugar holds unchanged, but is showing more activity of late. Flour, corn and oats are all firm and general tendency seems upwards. Ontario Patents flour may increase slightly because of scarcity of Ontario mill. Cornmeal and oatmeal are both a little higher. No change has been made in feeds. Pork and beef rule firmer. Eggs are lower than for many years, and are down to 15 cents dozen this week. Demand is light even at that price. Butter holds about same. New cheese offering lower than old stocks will likely affect price of latter. Business is interesting dealers now as orders are coming better.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 65	2 75
Beans, yellow eye, bushel	3 10	3 15
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 15	0 15½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	....	2 20
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 75
Cornmeal, bags	....	1 40
Cornmeal, bbls.	....	2 95
Eggs, hennery	....	0 15
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 16	0 17
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 39	0 40
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	27 75
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 07¼	0 08
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 70	4 80
United Empire	4 40	4 50
Bright yellow	4 50	4 60
No. 1 yellow	4 20	4 30
Paris lumps	5 60	5 75

GIST OF SUCCESSFUL ADVERTISING.

By Jerome P. Fleishman.

Telling people who you are, where you are and what you have for sale, and telling it in such a way that there will be aroused a desire on the part of the reader to do business with the advertiser—that is about all there is to advertising, after all.

People there are who know very little about the subject and who insist that advertising is more or less magic—that the man who can write advertising that will sell goods must be a wonder-worker.

Don't you believe it! The successful merchants of to-day place their faith in honest, persistent, commonsense publicity. They know that advertising is simply news—news of merchandise and prices and store service, and so on. And the advertiser who gives the people the news they want to read has the only sort of power over pocketbooks that is fundamentally sound.

TRADE NOTES.

J. A. Sutherland, of T. B. Greening & Co., coffee importers, Toronto, is in Montreal this week on business.

The merchants of Salmon, B.C. have agreed to observe Wednesday afternoon after one o'clock as a holiday during the summer months, from May to September. This will hold for all weeks except those in which there is a regular holiday.

B. J. McCormick, of Welland, Ont., and L. M. Snider, of Detroit, Mich., have formed a company for the purpose of dealing in poultry products. To that end they have bought a five-acre farm, just outside of Welland, on which to raise poultry for supplying surrounding markets.

To WM. T. McDONNELL, manager and owner of W. T. McDonnell & Co., wholesale produce dealers, Toronto, Ont. Mr. McDonnell was born in the City of Peterboro on April 29, 1873. For the past seven years he has been owner of the firm which bears his name. Previous to that time he travelled for thirteen years—three for Manson, Campbell Co., Chatham, Ont.; three for Toronto Grain and Seed Cleaner Co., and seven for Frost & Wood Co., of Smith's Falls, Ont.

To H. COWAN, president of The Cowan Co., Ltd., Toronto, Ont. Mr. Cowan was born in Toronto on April 29, 1879. He has now been connected with The Cowan Co. for the past 19 years.

GIVE BROOM PREMIUM IN CLEAN SWEEP SALE.

The Model Variety Store, 81 East Side Square, Hillsboro, Tex., recently held what it called a "Clean Sweep Sale" and offered a full-sized house broom free to the first one hundred customers making a purchase amounting to 99 cents or over.

General Advance of 20c. Expected in Flour

Some Mills Have Already Put Up Price and Others Will Likely Fall in Line Shortly—Movement Being Made to Force Up Ocean Freight Rates—High Price of Corn Likely to Cause Cornmeal to Move Up 10 Cents.

On Monday of this week May wheat in Winnipeg reached the high point of 94 cents, which is within 1 cent of the highest point of the crop. On April 1 May wheat in Winnipeg sold at 89, so that a steadily firmer feeling has prevailed throughout the month. In spite of the upward movement, flour in Toronto has not until this week made any change; Ontario since December 17, and Manitoba since November 18. Both of these changes were downward.

With wheat advancing so rapidly an advance in flour seems unavoidable. Some mills have already put up their prices 20 cents per barrel, and it is thought advance will very shortly be quite general.

A meeting has been called for Thursday of this week to consider a further advance on ocean freight rates, and it is the prevailing opinion that these are likely to be forced up another cent or two. This will tend to further advance export prices on flour, which even apart from freight rates are now advancing rapidly.

Continued upward movements in corn markets would appear to justify an advance in cornmeal. This advance dealers expect to take place almost at any minute, and very probably before the week is out.

Receipts of flour for the week were 8,835 sacks, as compared with 28,562 sacks for the corresponding week of last year. The exports from Portland and St. John for the week were 57,863 sacks, as against 24,534 sacks for same week a year ago.

MONTREAL.

FLOUR.—There is no change in local quotations on flour, but prices have become firmer during past week. Domestic demand is steady and without features, but export demand is increasing. It is expected that large export shipment will be made when steamers now on the ocean arrive here. Local millers have a large number of orders booked for shipment on these early boats, and every preparation has been made to make these shipments. On other hand, domestic trade is marking time, to some extent waiting for opening of lake navigation. Inland navigation has just started, and it will take a week or more to get things running smoothly. It is anticipated that next week will see a big increase in domestic demand.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags.......	....	4 90
Manitoba strong bakers, in bags..........	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Warm weather is putting a crimp in sales of oatmeal, but is increasing demand for prepared breakfast foods, such as corn flakes and puffed wheat, rice, etc. Prices for oatmeal remain same as last week. There is very little demand for oatmeal for export. Exports of rolled oats from Portland and St. John's for past week were 3,684 sacks, as compared with 1,600 sacks for same period last year.

Cereals—		
Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 38
Granulated oatmeal, in single bag lots....	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Bran is now selling at $19 instead of $20, as quoted last week. Demand for mill feeds is not very heavy just now owing to fact that farmers are marketing their stock. Demand from country points is steadily decreasing.

Bran, in car lots, per ton	....	19 00
Shorts, in car lots, per ton	....	22 00
Middlings, in car lots, per ton	24 00	25 00
Wheat moulee, per ton	....	26 00

TORONTO.

FLOUR.—Some local millers have this week advanced flour 20 cents per barrel, or 10 cents per sack, for domestic trade, and during past two weeks have put up export prices 1s 6d. It is expected that the advance will be general very shortly. Since the last advance in flour, wheat has risen from 83 to 93½ cents. This should cause a corresponding advance of 45 cents per barrel in flour. Of this, however, the difference caused by lake and rail freight would absorb about 15 cents, making an advance of 30 cents quite reasonable. Such is the way in which Toronto dealers size up the situation. One states: "I don't see that flour will be any easier. I'm bullish on Winnipeg wheat, and don't think there's much of it in the country. For export we have put up our prices from 3d to 6d this week over an advance of 9d last week."

Manitoba Wheat.		
1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		
Winter Wheat.		
Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Owing to firmness of corn, which has advanced 2c per bushel during last two or three weeks, an advance in meal would appear justifiable. Locally dealers are rather expecting an advance of from 10 to 15 cents per 100 lbs., and claim that it may take place at any minute.

Rolled oats continue unchanged, demand tending to ease off with warmer weather, when wheat and corn preparations are used in preference to oat products.

Rolled oats, small lots, 90 lb. sacks......	2 10	2 15
Rolled oats, 25 bags to car lots...........	2 00	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 75
Rolled wheat, 5 barrel to car lots.......	....	2 65
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Prices hold unchanged. One dealer states: "The bottom of the market appears to have been reached. Surplus is now getting pretty well cleaned up, no longer forming a drug on the market. We look for firmer prices from now on." Another dealer is of opinion that general price will shortly be reduced to $18 and $20, which some firms are already quoting. Shorts are moving fairly freely, but other lines continue dull.

Bran, in car lots, per ton	18 00	20 00
Shorts, in car lots, per ton	20 00	22 00
Middlings, in car lots, per ton	22 00	25 00
Wheat moulee, in car lots, per ton......	26 00	27 00

Pineapples Decline; Cukes to be Higher

Further Declines Anticipated in Pines With Warmer Weather —Valencia Oranges Advance—All Oranges and Bananas Likely to be Higher in Summer Months—Tomatoes Firm and Scarce.

A few more oranges are arriving this week, but are being held very firmly, owing to an advance of 25 to 50 cents on primary market. The trade is turning to Jamaicas on account of being somewhat cheaper. These arrive in good condition, but limited supply.

MONTREAL.

GREEN FRUITS.—It is expected that cherries will arrive this week from California. Last week some sold in New York City for $7 per 10-lb. box, but it is expected that lower prices will prevail on local market. There is very little doing on local market this week, owing to this being annual "moving week."

Shipment of "Jaffa" oranges reported last week was larger than anticipated and amounted to about 2,300 cases instead of 1,200 as first reported. These oranges are of fine quality and very juicy. They sold quite readily at $2.50 to $3.00 per case, but some think they are worth more when compared with other oranges. Apples are slow sellers at present. Pineapples are selling well.

Apples—		
Ben Davis XXX.	3 00	3 25
Spies, first grade, per barrel	....	5 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 25
Baldwins, No. 1, per bbl.	3 00	3 50
Baldwins, No. 2, per bbl.	2 50	2 75
Fancy imported, box	....	2 00
Bananas, crated	1 75	2 25
Celery, Florida, case	....	4 00
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 00
Oranges, California navels	3 75	4 50
Oranges, Valencias	4 50	5 00
Oranges, Jaffa	2 50	3 00
Pears, California, Easter Beurre, box 15 doz.		5 00
Pineapples, Havana	2 50	2 75

VEGETABLES. — Vegetable market presents few interesting features this week. Most important is the fluctuations in strawberries, which are quoted at 18 to 25c per qt., according to quality. Tomatoes are selling very slowly as price asked is too high for liberal buying. Cucumbers are coming in now in baskets of 6 dozen and are selling at $4.00.

Asparagus, California, doz. bunches	....	5 00
Asparagus, Boston, doz. bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 25
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Carrots, new, per doz. bunches	....	1 00
Carrots, bags	0 75	1 00
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Cabbage, new, 4 to 5 doz. crates	....	2 00
Cabbage, bbls. of 3 doz.	1 00	1 25
Cauliflower, per doz., hothouse	....	4 50
Celery, per crate (3 to 6 doz.)	....	4 00
Cucumbers, per dozen	1 75	2 00
Leeks, per bunch	....	1 25
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 75
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 62½	0 65
Quebec grades, car lots, per bag	0 50	0 55
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case	4 50	5 00
Tomatoes, Florida, choice, per case	3 00	3 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	....	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz	....	3 00
Curly lettuce, crates, 4 doz.	....	2 75
Strawberries, qt.	0 18	0 25
New potatoes, 5c lb. or bbl	....	7 00
Horse radish, lb.	....	0 20
Garlic, bunch	....	0 15
Water cress, per doz. bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	....	3 00
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	1 50

TORONTO.

GREEN FRUITS.—Pineapples have dropped 50c to $3, but from all information which can now be gleaned are likely to hold at present level for two or three weeks. After that further decline may be expected. Florida grapefruit is almost unobtainable; prices, however, remain at last week's level. Valencia oranges have taken big advance, and can hardly be had even at present high prices. Even further advances are anticipated. Strawberries are arriving O.K. and market appears to favor steady prices for another week at least. Judging from primary market, bananas are likely to be higher before summer is over. Apples are arriving in fine condition, and moving rather more freely. Prices hold unchanged.

Apples—		
Spies, first grade, per barrel	3 50	4 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Greenings, fancy, per box	1 00	1 25
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 75
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Bananas, per bunch	1 75	2 00
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75	4 50
Grapefruit, Jamaica, all sizes, per case.	....	4 00
Lemons, Messina	3 50	4 00
Limes, per box of 100	....	1 50
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, California navels, case	4 50	5 00
Oranges, Valencia, ordinary, 420s, case	5 00	5 50
Oranges, Valencia, large, 420s, case	6 00	7 50
Oranges, Valencia, 714s, case	....	5 25
Pineapples, per case	....	3 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, N. Carolina, quart	0 15	0 25

VEGETABLES.—Tomatoes continue high. On primary market supply is very light. Eastern coast is getting pretty well cleaned up, and shipments are not expected from the Western for another week yet. A few Florida squash appear this week, prices quoted being $4 per case. Cucumbers are quite firm and are expected to move up another 50 cents before end of week. One local dealer states, "This is the first year I remember that cucumbers have advanced through the season beyond opening prices." On all old potatoes an easier feeling prevails. Dealers expect an easier market on these for next two or three weeks. New potatoes have this week advanced temporarily.

Egyptian onions have been arriving only in light supply and have met with such good demand that prices have advanced slightly over week ago. On all local vegetables prices are merely nominal. Demand is almost nil.

Artichokes, Canadian, bush.	....	1 00
Artichokes, French, dozen	....	1 25
Asparagus, large bunches, doz	4 50	5 00
Beans, green, hamper	....	3 50
Beans, wax, hamper	....	4 50
Beets, imported, per doz.	....	1 00
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, Charlston, new, crate 5-6 doz.	2 75	3 00
Cauliflower, hamper	4 00	6 00
Cauliflower, case of 12	3 00	3 25
Celery, Bermuda, dozen	....	1 50
Chicory, doz.	....	0 75
Cucumbers, Boston, hot house, doz	....	1 75
Cucumbers, Florida, hamper	4 25	4 50
Egg plant, per crate of 30 to 45	....	5 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 25
Mushrooms, per lb.	0 50	0 65
Onions—		
Onions, Egyptian, sack of 112 lbs.	2 75	3 00
Onions, green, imported, per doz.	....	0 15
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 6 boxes	3 00	3 75
Parsley, large bunches, doz	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25
Potatoes, Ontario, per bag	0 75	0 85
Potatoes, New Brunswick, per bag	0 95	1 00
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	9 00
Radishes, hamper	1 50	2 00
Rhubarb, according to size, doz. bunches	0 85	1 00
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Squash, Florida, case	....	4 00
Turnips, per bag	....	0 30
Tomatoes, hothouse, per lb.	....	0 30
Tomatoes, Florida, case	4 50	5 00
Water cress, per doz. bunches	....	0 25

How Parcels Post Works in Australia

Queensland Trader Gives Statement of Case—Flat Rate is Allowed, and the Mail Order Houses Reap All the Benefit at the Expense of the Local Dealers—Merchants Move for Relief.

In connection with the parcels post agitation in this country, it is interesting to note that the system has been tried in Australia and the results were just what has been feared might develop in this country. The mail order houses have been getting the greatest measure of benefit, as it has enabled them to sell to people in all parts of the Commonwealth in direct opposition with the local traders.

The great trouble in Australia seems to have been that the **flat rate system was** instituted. It has thus been possible to ship goods thousands of miles at extremely low rates.

In this connection we quote from the Queensland Storekeeper:

It is significant that to the first issue of the Queensland Storekeeper, several country subscribers contributed matter dealing with the mail-order system as it affected them and their business. It is still more significant that the majority of answers to our recent special campaign appeal dealt more or less strenuously with the evil effects that the mail-order system has wrought upon country traders and their work. In this article there is no intention of attemping to set up a case for the Queensland country trader. Overwhelming evidence has already been adduced to show that certain city houses reap an undue benefit from the operation of the Postal Act, and that that undue benefit is reaped wholly at the expense of the country trader. In addition, at the Convention of Storekeepers held in Brisbane last August, not one voice was raised in favor of the mail-order business, and every trader who spoke, spoke in terms of strongest condemnation of it. Figures were quoted to show that more than half of the mail-order pay-on-delivery business of the Commonwealth comes into Queensland, the official figures roughly proving that thirty-eight seventieths of such trade is shipped to this our Northern State.

At that Conference of storekeepers, one speaker said: "It struck him that it could be of value to know what the State Government had done in its endeavour to mitigate what was looked upon as being an evil in the Federal control of the pay-on-delivery system. In connection with the railways here, he found the value of the parcels carried by the pay-on-delivery system was between £3,000 and £4,000 per annum. The number of parcels might be given roughly as somewhat about 5,000. However, it was useless to blame the 'mail-order houses' for making use of the system, but a strong case could be made out that the system pressed very unjustly on the country trader, if that case were properly presented to the proper authorities doubtless a measure of redress would be the result. The mail-order business was a growth from countries where there was no competition such as there is in Australia. It came from countries where there were towns surrounded by outlying districts, but those towns did not come into competition with each other. And so the pay-on-delivery system, as far as it affected those places, only made it easy for the people in the outlying districts to trade on the same terms as those in the heart of the city, but it brought none of the cities into competition with each other. In Australia and America the effect of the mail-order business was to bring the city trader into direct and unfair competition with the country trader. It gave the city trader a differentiation of rates which the country trader did not enjoy. It cost just as little for a retail parcel to be carried 1,000 miles as it did for two or three miles. That was considered by very many competent judges to be an advantage in the hands of the big houses in Australia, to be used detrimentally to the interests of the country traders. The State Governments should protect the small traders by giving them advantages sufficient to counteract those held by the mail-order houses, and thereby establish equal opportunity of trading. That might be partly effected by the advocacy of a system of a differentiation of rates on the railways. It was necessary that this association should make strong representations to the Commissioner for Railways in order that they could effect a means of rapid transit of wholesale orders. A man paying £20 or £30 in freightage had to wait two or three weeks for a wholesale consignment on the railways. The retail parcel, for which, perhaps, only a shilling postage was paid, was delivered by return post. That was unfair. That was the point of view from which they should fight this matter. He had read articles in the Australian Press and American magazines, pointing out that the country traders should concentrate their efforts to get into touch with their customers. It was said that, in that way, the country traders could successfully compete with the town firms. He did not think that could be effected, unless the town and the country traders could start off the same mark.

* * *

LOSS IN WASTE PAPER.

"We are paying $8 per ton for waste paper properly baled and delivered at our mills," stated a prominent paper mill man recently when asked if it would be worth a grocer's while to bale his waste paper. Paper weighs heavy, and it doesn't take long to gather up a ton. Grocers annually burn or dump into the garbage tons of paper that could be turned into good money with the proper apparatus. The cost of this paper baling machine is a matter of a few dollars, and the price obtained for the waste paper would soon pay for it; in fact, I know of one grocer who made the price of the baler in less than a month, and is now saving about $10 to $15 per month with his paper baling machine.

This is a point that every grocer should investigate. The great quantity of paper that is annually burnt up or thrown out by the grocer would, if properly taken care of, bring in a nice revenue that would amply repay the grocer for his efforts in turning this loss into profit.

* * *

CONTAINS RELIABLE INFORMATION.

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Dear Sirs:—I certainly do think well of your paper. It is splendid to get such good points and reliable information.

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COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

Frozen Fish Disappearing; Fresh Easier

Most Lines on Toronto Market Quoted Lower Than Week Ago —Fresh Salmon From Pacific Coast Appear in Montreal — Catches of Halibut on Atlantic Coast Continue Exceptionally Heavy—General Demand Good.

More favorable weather on the coast has greatly aided fishing operations with result that catches show marked improvement over last week. Halibut continue unusually abundant for this season. Cod and haddock too are in good supply and herring fairly plentiful.

On inland markets lake and river fish are coming in much more abundantly. Lake Ontario trout are now being offered on Toronto market at from 12 to 14 cents. Marked decline on all lines is expected as soon as large quantities begin to offer.

MONTREAL.

FISH.—Warm weather has curtailed demand for fish to some extent, but there is still big demand for lake fish. Inquiries are coming in freely for brook trout which will be in stock on and after May 1. Frogs' legs are arriving, but are not meeting with brisk market. They are selling at 30 to 50c per lb., according to size. Season for these has hardly opened yet, hence slow demand.

Haddock and halibut are not plentiful but prices are reasonable. Car of fresh halibut arrived this week from Pacific Coast. Fresh salmon are also being received from Western Coast, but prices are a little steep for local trade. Gaspe salmon will arrive about May 1, and it is expected that this salmon will also be a little high in price. Lobster fishing is good and prices lower this week than last. Salt and frozen fish are moving slowly.

FROZEN FISH.

Horring, per 100 fish medium	....	1 60
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, red, B.C., per lb.	....	0 10
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	0 10	0 12

FRESH FISH.

Bluefish, fancy, per lb.		0 15
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak, cod, per lb.	....	0 06
Flounders, per lb.	....	0 06
Haddock, fresh, per lb., by express	0 05	0 06
Halibut, fresh, per lb.	0 12	0 14
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 15
Pike, round	....	0 07
Perch, dressed	0 09	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb	0 10½
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 10
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

CRUSTACEANS.

Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Solid meats—Standards, gal., $1.70; selects, gal		1 90
Bulk standards, gal., $1.40; selects		1 60
Clams, per bbls.	....	6 50
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50
Boiled lobsters, per lb.	....	0 22
Live lobsters, per lb.	....	0 20

TORONTO.

FISH.—Prices on all fresh caught fish, except lobsters, have this week taken a decline, some of 1 to 2 cents per lb., others even more. All are being offered in larger quantities than week ago, but as yet rush has not started. Trout are to be had this week in fair quantities, selling at 12 to 14 cents.

Of frozen fish, only pickerel, roe, shad, herring and whitefish now remain, and of these demand is mostly for whitefish. These have declined two cents, and pickerel about 1 cent. As soon as large quantities of fish begin to offer even easier prices yet may be looked for.

FROZEN FISH.

Pickerel, per lb.	....	0 08
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	....	0 06
Lake shad, basket of 20 lbs.	....	0 85
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 25	....
Perch, per lb.	....	0 07
Roe shad, each	....	1 00
Steak cod	0 07	0 08
Suckers, per lb.	....	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 14
Wrinkles, per bush.	....	3 50

SMOKED.

Ciscoes, per basket	....	1 00
Ciscoes, per box of 15 lbs.	....	1 50
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Labrador trout, per keg	....	6 75
Scottish herring, Loch Fyne, per kit	....	1 00
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

ST. JOHN.

FISH.—Stocks of fresh fish in local market during last week have shown a little improvement, being more plentiful, owing to finer weather. Supply of most fresh lines was better than for some time. There was also noticeable increase in receipts of lobsters, which still, however, remain fairly firm in price. Lobsters up to present have been almost a minus quantity on local market, but situation is somewhat improved this week. Gaspereaux were most plentiful and large catches were made, while a few shad are also making their appearance on counters, high prices being asked for them.

HALIFAX.

FISH.—Fish continue in abundant supply on local market. During past week weather has been favorable for operations along coast, and some excellent catches have been made. Herring are reported fairly plentiful at several points, but no large hauls are expected to be made until later in season. Cod and haddock are fair. Halibut is unusually abundant. Retail price has dropped 5 cents to fifteen cents per pound. Lobsters continue in good supply, and all the canneries are working full time. Trout and shad are scarce.

Produce & Provisions

Butter Takes Slump: Hog Products Firm

Easier Prices May be Looked for on Butter Until Grass Makes Begin to Offer Freely—Further Decline in Montreal and Ice Broken in Toronto—Dealers Storing all Surplus Stocks of Eggs—Market for New Cheese Slightly Easier.

Prolonged continuance of light hog receipts together with increasing summer demand for hog products tend to keep provision market firm even to an advance. At present there is little indication of prices again moving up, but market conditions are so strong that change is most likely to be in an upward direction.

Slump predicted in butter market has at last been experienced. Under present conditions butter appears to be on downward road for some weeks to come. Further declines have been made in Montreal since last week, and in Toronto the ice has now been broken. Until grass makes begin to appear freely further declines may be looked for.

Egg situation in Montreal appears a little easier, prices having dropped 1 cent per doz., but in Toronto situation is if anything slightly firmer for wholesaler's selling than week ago. Heavy offerings are expected to begin in about two weeks. Storage has commenced, but only on a small scale. In two weeks all surplus will be put away for next winter's demand.

Cheese market is in fair shape for future business, but at present is dull and somewhat easier on new. Domestic demand is fairly good, but in an export way almost no cheese at all is moving. England will not buy at any price, and even refuses to answer cables asking for offers.

Following table shows receipts of butter, eggs and cheese on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
For week end. April 27, 1912.	7,121	1,504	18,692
For week end. April 27, 1912..	7,121	4,287	14,489
Total receipts from May 1st, 1912, to April 26, 1913........	484,858	1,790,444	339,645
Total receipts from May 1st, 1911, to April 27, 1912........	528,865	1,840,039	308,304

MONTREAL.

PROVISIONS.—There is nothing of interest to report in provisions this week. Prices are firm with fair demand for all lines of meats. Lard is moving fairly well. Price of live hogs is gradually declining, but this is not thought to be for long. Supplies of live hogs are not plentiful, but just sufficient to take care of packer's needs at present. Canned meats are selling more freely and demand for cooked and prepared meats is increasing with warmer weather.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb...	....	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 17
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19	0 19½
Extra small sizes, under 12 lbs., per lb...	....	0 19½
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 18
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 18
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb...	....	0 16
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
COOKED MEATS—		
Boiled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb...	....	0 28
Headcheese, per lb.	....	0 10
English brawn, per lb.	....	0 12½
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb............	....	0 14½
Flanks, bone in, not smoked, lb.	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.................	0 15	0 15½
Tubs, 50 lbs. net, lb.	0 15⅜	0 15½
Boxes, 50 lbs. net, per lb................	....	0 15¼
Pails, wood, 20 lbs. net, lb.	0 15½	0 15¾
Pails, tin, 20 lbs. gross, lb.	....	0 15
Cases, tins, 10 lbs. each, lb.............	0 15¾	0 16
Cases, tins, 5 lbs. each, lb..............	0 16	0 16½
Cases, tins, 3 lbs. each, lb..............	0 16	0 16½
One pound bricks, 60 in case..........	0 16½	0 16¾
COMPOUND LARD—		
Tierces, 375 lbs., per lb..................	....	0 09¾
Tubs, 50 lbs. net, per lb..................	....	0 10⅛
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 5 lb. tins, 60 lbs. in case......	....	0 10¾
Cases, 3 lb. tins, 60 lbs. to case.......	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12
BARRELLED PORK.		
Heavy Canada short cut mess, bbl., 35-45 pcs...		$28 50
Canada short cut back pork, 45-55 pcs., bbl......		28 00
Heavy short cut clear pork, bbl.		27 50
Heavy clear fat backs, 40-50 pcs., bbl..............		28 50
Heavy clear fat backs, 60-70 pcs., bbl..............		27 00
Flank fat pork, bbl.		28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........		6 00
SUNDRIES.		
Cottage rolls, small, 4 lbs., per lb..................		0 18
Bologna, beef bungs, per lb.		0 07½
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb..................	....	0 06
HOGS.		
Live weight, per 160 lbs.	10 25	....
Dressed pork, per 100 lb.		15 00

BUTTER.—Butter declined again this week and is now selling at 25c for dairy tubs, and 29c for fresh made creamery. New Zealand butter is practically off market as ruling prices make it very unprofitable to import this butter. Demand for butter is heavy, but receipts are sufficient to meet inquiry as they total 2,956 more packages than last week.

Dairy tubs, lb.	....	0 25
Creamery, fresh made	....	0 29
New Zealand	....	0 32

EGGS.—Receipts of eggs on local market this week are 402 cases less than last week, but notwithstanding this decrease, price of eggs declined 1c per dozen, and are now selling at 22c in a jobbing way. Demand for eggs continues good and nice volume of business is being transacted. New method of buying on quality basis instead of case-count basis is being gradually worked up to, but it is difficult task to change established methods and it will be some little time before this new method will be the ruling one.

New laid eggs, per doz.	....	0 22

CHEESE.—There is a good demand for cheese for local consumption, but export demand is very small. New cheese is a cent a pound lower, but old grades remain firm at last week's prices.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—Prices for poultry are unchanged. Demand is steady and supplies are ample for existing demand. Broilers are beginning to appear more freely and are commanding a good figure.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb..................	....	0 24

HONEY.—There is no change whatever in honey and very little of this commodity is being sold at present.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—Market continues to rule steady, but firm, and with slight tendency in upward direction. Prices continue unchanged, but owing to light receipts of hogs are not expected to experience any decline. Stocks locally are fairly light, and are being kept down by good demand. Lard continues to hold firm at last week's level. Locally dealers are of opinion that higher prices will not be reached, but that lard is now as high as it is likely to be.

Receipts of hogs continue light. Prices are shade higher than week ago.

HAMS—		
Light, per lb.	0 18½	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 16½	0 17
Cooked, per lb.	0 26	0 27
Shoulders, per lb.	0 13½	0 14½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 22	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15½	0 16
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14⅛	0 14¾
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, per lb.	0 14	0 14¼
Tubs, per lb.	0 14½	0 14¾
Pails, per lb.	0 14¾	0 15
LARD, COMPOUND—		
Tierces, per lb.	0 09	0 09½
Pails, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
SAUSASGES—		
Bologna, beef, per lb.	....	0 07½
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	....	0 13
Sausage, small, per lb.	....	0 09½
Sausage, large, per lb.	....	0 09
Summer sausage, German, per lb.	....	0 22
Wieners, per lb.	....	0 10
HOGS—		
Live, f.o.b., per cwt.	....	9 25
Live, fed and watered, per cwt.	....	9 60
Dressed, per cwt.	....	14 00

BUTTER.—The turn in the butter market has evidently come, and from now on prices are likely to be easier. Slump of 2 to 3 cents was experienced this week in most makes. At present only fodder is being offered which no dealer wishes to store. So that prices are likely to go down until grass makes begin to offer freely. Then dealers will begin to feel like taking a chance, commence to store, and thus tend to put prices back. Just now prices are lower in Montreal than in Toronto, fresh creamery being offered at 29 cents, which shows little hope of Toronto prices holding at high level.

Offerings are increasing rapidly, and although present consumption is taking care of all makes, in three or four weeks there is likely to be surplus on market. Storage locally is done, but some is being imported to finish up season.

	Per lb.	
Fresh creamery print	0 31	0 32
Creamery solids	0 28	0 30
Farmers' separator butter	0 27	0 30
Dairy prints, choice	0 26	0 28
Dairy solids	0 20	0 22

EGGS.—Dealers are still anxious to hammer down prices, and expect to pay 17 cents straight next week in country. In city, prices are quite firm at 20 cents. For guaranteed stock as high as 23 cents is being received, regular price being 22. Offerings continue fairly heavy so that dealers are storing away all surplus. Flush will likely be on in two weeks, but it is not expected that prices will decline further, present prices holding firm.

Eggs—		
Strictly new laid, per doz.	0 20	0 22

CHEESE.—Market for new cheese is about ½ cent easier than week ago. Stocks offered are mostly old, but new is coming slowly to front. Domestic demand is good, but for export there is no enquiry whatever.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 13½	0 13¾
New, twins	0 14	0 14¼

POULTRY.—Though Jewish Passover ended this week, it is not thought that any change in market will result. Deliveries are so light that prices will not be affected. Practically all stocks offered are storage, fresh appearing only in fowl. Broilers at 40c lb. are expected shortly.

Frozen—		
Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

HONEY.—Prices if anything are inclined to be easier, owing to lack of demand. Maple syrup is filling place of honey almost entirely except for manufacturing purposes.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Buckwheat, 60-lb. tins, lb.	0 08	0 09

Results of Government Cheese Analysis

Chief Analyst Thinks Maximum Percentage of Water Should Be Higher Than What He Recommended After 1908 Inspection—More Care Taken to Preserve Samples—Percentage of Fat Found.

The study of cheese is an interesting one. Analysts who have gone into the matter in a scientific way make the claim that there is just as much nutriment in cheese as in any equal quantity of many meats. Many people have the idea that cheese is indigestible, but students claim that if it is eaten regularly and in small quantities, such cannot be said to be the case. Trouble is we are apt to forget about it for a long time and then eat too much.

A recent bulletin issued by the Inland Revenue Department, at Ottawa, throws considerable light on the character of cheese sold throughout Canada. One hundred and forty one samples were collected last September and October and analyzed by the Inland Revenue Department. In 1908 occurred the last inspection of cheese samples and in the bulletin referring to it, the following recommendation for the standardization of Canadian cheese was made by the Chief Analyst, A. McGill, at that time:

Water limit 30 per cent. Fat (or dry substance) not less than 48 per cent.

The samples submitted to analysis on that occasion had been wrapped in double paraffined paper, in order to prevent loss of water in the interval between their collection, and their examination in Ottawa. This interval was between two and three months, and although the samples were meantime kept in cold storage, it was recognized that some loss of moisture must have taken place. In the variously suggested standards for cheese in other countries no mention is made of water content; and the attention of Prof. McGill was later (March 1909) drawn to the fact that the water content of the cheese was largely dependent upon the age of the article, the ordinary shrinkage of an 80 lb. cheese being from 2 to 3 pounds in the first month of ripening, and about one pound per month aferwards.

In the present case an attempt has been made by the department to learn the age of cheese; and samples were enclosed in sealed bottles to prevent loss of moisture during shipment, and in storage. The results of analysis are therefore of a better guide to the actual amount of moisture in market cheese and particularly interesting when put into comparison with the last inspection in 1908.

The present results indicate that a wider limit for water than 30 per cent. might be justified, according to Mr. McGill. It is possible that it might be set at 35 per cent., he thinks. The average amount of water found in the 141 samples lately inspected was 30.90 per cent. For 237 samples inspected in 1908 it was 27 per cent.

The inspection brought out the further fact that 74 samples or more than 50 per cent. of the collection; contain about 48 per cent. of fat, calculated upon the dry substance of the cheese; while 102 samples, or over 70 per cent. of the collection, contain above 47 per cent. of fat. None of the samples in the collection contained less than 45 per cent. of fat.

"That a standard of fat in cheese should be established in the interest of both domestic and export trade, will readily be conceded," states Mr. McGill. "Of course the manufacture of whole milk cheese from normal milk, involves such periodic variation in the character of the cheese as corresponds to the variation found in milk itself, for the different seasons of the year. From this point of view it may be proper to consider a varying percentage of fat for cheese made at different periods of the year."

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You have observed from week to week pictures of some bright Canadian stores and windows in The Grocer. They have been useful to you.

Don't you think an illustration of yours would benefit others?

Then send it along

The Grocer is continually on the lookout for good photographs of attractive, well arranged interior and window displays, displays that you or your clerks have constructed.

You benefit yourself as well as others by having them reproduced in The Grocer.

We want your co-operation. May we count on it?

ADDRESS

THE EDITOR, The Canadian Grocer

143-149 University Ave. **TORONTO**

"Star Brand"

BACON

Good Bacon is worth more than poor Bacon and all Bacon just now is high in price. Good Bacon, however, is worth the price, while we doubt if poor Bacon is cheap at any price. The prospects are that prices will be high this season, because the demand is increasing, while the supply appears to be growing less. We would advise buying as your requirements demand; buy the best and buy only the "Star Brand."

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Try Us on

BULK MINCE MEAT

the next time you are buying. Our quality will surprise you. We have what you want.

J. H. WETHEY, Limited
ST. CATHARINES
"THE MINCE MEAT PEOPLE."

Don't Throw Money Away

by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

Nicholson & Bain, Wholesale Commission Merchants and Brokers

Head Office—WINNIPEG, MAN.
Branches: REGINA, SASKATOON, EDMONTON, CALGARY

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 doz. in case	1 25
¼-lb. tins, 4 doz. in case	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅛ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz...	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes..	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ⅛s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.

	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk....	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk....	4 50

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

STUART'S

GRAPE FRUIT MARMALADE

The Sales Are Increasing Rapidly

Every day is bringing in new orders and repeats. Merchants tell us that STUART'S GRAPE FRUIT MARMALADE will have a sale far in excess of any other marmalade on the market.

It is made from the FINEST FLORIDA GRAPE FRUIT AND PURE CANE SUGAR ONLY, scientifically prepared and sealed, retaining the exquisite flavor of the fresh, ripe fruits.

Show your customers that YOU buy with discrimination.

Allow us to send a supply of the new specialty which pays so well to handle.

Please note that our Western agents' name is **Dingle & Stewart**, Winnipeg. Howe, McIntyre & Co. are our agents for Montreal, Ottawa and Quebec Province.

Stuart Limited, Sarnia, Ont.

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size	$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)	7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)	6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz	1 40
5 lb. tins, 1 and 2 doz., crates, per doz.	3 00

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson' Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
8-lb. toy trunks, lock and key, 8 in case	.08
6-lb. toy drums, with drumsticks, 2 in case	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than 40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.80; 4-oz. tins. 4 doz. per case, $3.00; 8-oz. tins, 5 doz. per case, $6.50; 16-oz. tins, 3 doz. per case, $6 75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth. Mulligatawny, Chicken Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case	2 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	2 75
5-lb. tins, 1 doz. in case	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case	3 50
5-lb. tins, 1 doz. in case	4 00
10-lb. tins, ½ doz. in case	3 95
20-lb. tins, ¼ doz. in case	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for prepayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case	$ 1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz. cases, doz.	1 75

H. P.

H. P. Sauce—	Per doz.
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 35
Cases of 3 doz. ½-pints.	2 25

HOLBROOK'S IMPORTED PUNCH SAUCE. Per doz.

Large, packed in 3-doz. case	$2 25
Medium, packed in 3-doz. case	1 40

HOLBROOK'S IMP. WORCESTERSHIRE SAUCE. Per doz.

Rep. ½ pints, packed in 6-doz. case	$2 25
Imp. ½-pints, packed in 4-doz. case	3 15
Rep. qts., packed in 2-doz. case	6 50

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES. Doz

Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse. 6s	42
Plug Smoking—Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1's and ½'s	.25	.30
Green Label, 1's and ½'s	.27	.35
Blue Label, 1's, ½'s, ¼'s and ⅛'s	.30	.40
Red Label, 1's and ½'s	.36	.50
Gold Label, ½'s	.44	.60
Red-Gold Label, ½'s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ½'s	.24	.30
Brown Label, ½'s and 1's	.28	.40
Brown Label, ¼'s	.30	.40
Green Label, ½'s and 1's.	.35	.50
Red Label, ½'s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½.	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1's, ½ or ¼	.30	.40
Blue Label, 1's, ½ or ¼.	.35	.50
Yellow Label, 1's, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

"KOLONA" TEA.

Ceylon Tea, in 1 and ½-lb. lead pkgs., black or mixed		.24
Black Label, 1-lb., retail at	.20	.25
Black Label, ½-lb. retail at	.21	.26
Blue Label, retail at	.24	.30
Green Label, retail at	.30	.40
Red Label, retail at	.35	.50
Brown Label, retail at	.42	.60
Gold Label, retail at	.55	.80

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapple, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case. $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

CAREFUL BUYING

The high cost of living is making people buy carefully and shrewdly. Dealers also must use every discretion in buying stock or their careful buying patrons will not take it off their hands.

L. & B. BANNER BRAND
JAMS, JELLIES, MARMALADES, Etc.

owe their immense popularity to the fact that they have the full fruit flavor, being absolutely pure. The most fastidious buyer will appreciate the quality and deliciousness of L. & B. Banner Brand. Stock now.

Neatly put up in 12 oz. glass jars, 2, 5 and 7-lb. Gold lacquered pails and 30-lb. wooden pails.

LINDNERS LIMITED, 340 Dufferin Street, TORONTO
Phone Park 2985

REPRESENTATIVES: The Amos B. Gordon Co., Toronto.
WESTERN AGENTS: W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

All the good quality of

OCEAN BLUE

"Comes out in the wash."

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

Fill Your Orders With

"DAPHNE"

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers With Satisfaction

PACKED BY
GUGGENHIME & CO.
SAN FRANCISCO.

AGENTS
ROSE & LAFLAMME
Limited
MONTREAL

With the Summer Season—

The Cool Dessert Season

No doubt you are open to talk about seasonable requirements, such as

JELLY POWDERS, EXTRACTS, BAKING POWDER, SPICES, ETC.

In "RED ROSE" Specialties we offer you the most attractive lines on the market to-day — attractively labelled and backed by values that are even more attractive. This combination of features assures a successful season.

Also **Cloudy Ammonia** and **Brodie's British Plate Powder.**

A. W. Hugman, Limited
MONTREAL

SEEDS

Present Prices f.o.b. Toronto

	Per 100 lbs.
No. 1 Government Standard.	
Alsyke Clover	27.00
*Alfalfa Clover	16.00
xAlfalfa Clover	15.00
Timothy	6.00
No. 2 Government Standard.	
Timothy	5.50
No. 3 Government Standard.	
Red Clover	22.00
Alyske Clover	22.00
Timothy	4.50

*Gold, x Silver.

Dutch Set Onions	**10.00**
Shallots	**6.00**
White Set Onions	**12.00**
	Per bag
Early Ohio Potatoes, choice stock.	**$2.00**
Early Eureka, Potatoes, choice stock.	**$1.60**

Geo. Keith & Sons

Phone Main 163
Toronto -:- Ontario
Seedmerchants since 1866

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

When you cannot go down to your wholesalers and examine personally what you buy—then you have to phone, wire or write. That's when you should appreciate the sterling quality and reliability of Tracuzzi's brands of Lemons.

"St. Nicholas"
"Home Guard"
"Queen City"
"Puck"
"Kicking"

and mention them in your order.

J. J. McCABE
Agent
Toronto, - Canada

NATION'S CUSTARD POWDER

The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

AGENTS:
C. Gyde, St. Xaviour St., Montreal
F. Coward, Toronto
(For Ontario.)
The W. H. Escott Co.,
Winnipeg, Man.
McKelvie, Cardell, Ltd.
Calgary, Alta.
Distributors, Ltd.
Edmonton, Alta.

Samples free by post.

Agents wanted in all towns.

---

53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered
Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

A want ad. in this paper will bring replies from all parts of Canada.

WORLD RENOWNED
C.F. St.&Co
BRAND STUHR.

STUHR'S

GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE **FINE COLOR**
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

STRAWBERRIES

The nearer home, the better they get. Fresh arrivals every day. Excellent quality. We expect to have quarts from now out.

PINEAPPLES

Remember that we thoroughly examine every case by repacking before shipping. This means more profit to you. Let us look after your needs.

BANANAS

The uniform high quality and excellent condition of the fruit on arrival at destination is the reason why we are called BANANA SPECIALISTS.

THE HOUSE OF QUALITY
HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

The Arctic Refrigerator

Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

The "Arctic" is very widely known and has always given entire satisfaction. The best stores in the country use the Arctic. It is sanitary, and makes an attractive store fitting, keeping perishable stock always cold (dry cold), and fresh.

Send for 1913 Catalogue to-day.

A full line of new goods in stock.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

YES WINDSOR SALT is the best TABLE SALT.

Say This and MEAN It!

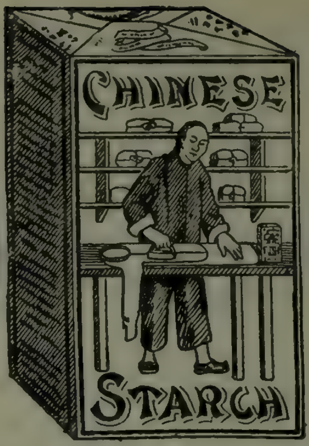
"Madam, this is the best Table Salt we sell—it is always clean, dry and fine —it never cakes, flows evenly from the shaker, and flavors food as it should be flavored."

WINDSOR Table Salt

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter aftertaste.

The Salt will prove you to be right.

The Canadian Salt Co., Limited
Windsor, - Ontario



The Only Starch With Two Oils

One perfumes the linen, the other makes the iron slip. **Chinese Starch** gives to the clothes that finished laundry appearance.
Chinese Starch makes friends everywhere. Full 16 oz. to the lb.
Send for dummy window displays.

OCEAN MILLS, MONTREAL

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

Trade Follows Quality

Your Washboard Sales Will Increase
If You Handle

Cane's Washboards

We make 13 different styles and grades, so as to completely meet the price which every class of trade can afford.

Great care is exercised from selection of material to the finished product on all grades. Each grade is the best value on the market.

Be sure to specify "Cane's" when placing your next order for washboards at your jobbers.

Write for catalog.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrance.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by **2 in 1** shoe polish has made it the most popular of all

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited

BUFFALO, U.S.A. HAMILTON, CAN.

"BABBITTS"

IS A

CONCENTRATED

SOAP POWDER

OF WONDERFUL
CLEANSING POWER

It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller — an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal.

B. T. BABBITT, INC.

NEW YORK

Continental Germ Proof Paper Bags

The Superior Quality of Continental Paper Bags for Grocers' and Confectioners' Use is the result of expert selection of Raw Materials and constant attention to all the minute details of Bag Craftsmanship.

Through all the varying conditions of the Trade, the Continental Bag and Paper Company, Limited, have maintained one Quality—the Best.

Ours are No Higher than Other Prices.

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Contineta1 Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.

BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

HIT UP TRADE

right now with Anti-Dust Sweeping Powder, and you will clinch the sweeping powder business during this Spring season. The practical and sanitary qualities of this class of powder is being realized more and more by housewives, and

ANTI-DUST

Sweeping Powder

the most successful sweeping compound on the market to-day, is meeting the favor of the majority. Disinfects, deodorizes, and makes microbes impossible. Anti-Dust is needed everywhere. Are you going to profit by helping us distribute this modern necessity?

SAPHO MFG. CO., LIMITED, MONTREAL

MacLaren Imperial Cheese Co., Ltd., Toronto, Ont., Distributors for Ontario.
Lauro Chemical & Perfumery Co., City of Ottawa, Ont.
Fenwick, Hendry & Co., Kingston, Ont.
Albert Dunn, 67 St. Peter St., for Quebec City.

Advertising

(and selling dependable goods) means successful business. If you want a **Fels-Naptha** soap electro to advertise in your local paper or your circular, we'll mail one free.

Fels-Naptha is a **dependable** soap of uniform high quality; so housekeepers dote on it. Tell them Fels-Naptha's always ready at **your** store!

YOUR Kind of Advertising Will be Boosted at Baltimore

You may not think that you are much of an advertiser—but you are—nothing is sold without advertising of some kind. Do you want to learn what is being done in your line of advertising—trade paper, technical paper, direct-by-mail advertising—whatever method of publicity you use? Do you want to hear addresses from the men who have made the big American successes in advertising and merchandising of all kinds? Do you want to meet 10,000 live, progressive, thinking men—buyers of advertising—the men who are responsible for the industrial progress and supremacy of the United States? If so, go to the ninth

Annual Convention of the Associated Advertising Clubs

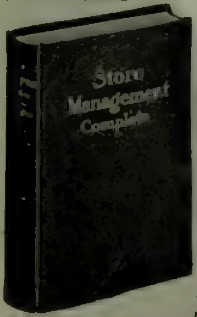
of America. This great Convention will be held in Baltimore, June 8th to 13th. Open meetings, held every day, will be full of inspiration, education, and information on every branch of merchandising. Delegates from 135 American and Canadian clubs will be present, as well as delegations from Great Britain, Germany and other foreign countries. Baltimore will more than sustain her enviable reputation for bountiful hospitality in a series of splendid evening entertainments of wide variety and delightful possibilities.

You will be welcome whether you are a member of an advertising club or not. Make up your mind now to go; write to the address below for information as to the program, hotel accommodations, etc.

Associated Advertising Clubs of America
Convention Bureau
1 North Calvert Street Baltimore, Md.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

LEITCH ANCHOR BRAND OAK LAKE

EVERY POUND OF ANCHOR BRAND FLOUR

is of supreme excellence

and if there could be a higher quality flour made from Manitoba Hard Wheat, its name would be **Anchor Brand Flour**, because for 25 years we have made it a specialty to keep ahead of all mills by manufacturing just that kind of products that can appeal to discriminative buyers who prefer to even pay a little more money and be sure to get all the quality possible.......and our success is to-day unquestionable as **Millers of Quality**, particularly because we limit our milling capacity to the amount of high grade wheat available in the harvest. Get a free sample big enough for a test baking.

Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

CENTURY SALT

CS TRADE MARK

On the purity and strength of the salt you handle, depends in a measure, the health of your customers.

Sell the guaranteed pure

CENTURY SALT

and keep the grade of your salt up to that of your general stock. It will pay.

Century Salt is packed in bags and barrels.

THE DOMINION SALT C^O LIMITED
SARNIA ONTARIO

Strength	Your	Purity

guarantee of profit lies in

"COW BRAND" Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity	MONTREAL	Reliability

STERLING BRAND

SUMMER DRINKS

The first thought of the thirsty public during the hot summer days is a pleasing, thirst-quenching drink.

The grocer is the man looked for to supply these drinks, and the dealer who handles and puts to the front "Sterling Brand" Summer Drinks has a flow of excellent profit throughout the entire summer season.

Get your order in now for any of the following:

Raspberry Vinegar, Lime Fruit Juice, Grape Wines (unfermented), Orangeade, Lime Fruit, Cordial, etc., etc.

THE T. A. LYTLE CO.,
LIMITED
STERLING ROAD, TORONTO

By Special Royal Permission.

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

---

THE ELGIN National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

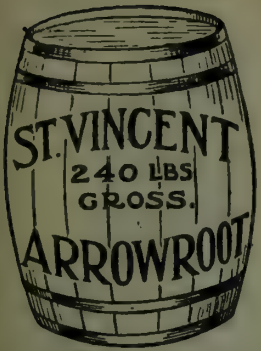
Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is reasonable.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.

ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN,
ST. VINCENT, B.W.I.

IN THE GOODS and IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines	**Kippered Herring**
¾ Mustard Sardines	**Herring in Tomato Sauce**
Finnan Haddies (Oval and Round Tins)	**Clams**
	Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
HERRINGS IN TOMATO SAUCE
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1893
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Rowat's Pickles

Co-operation is the secret of the success that has always attended the handling of our well-known brands of pickles. Our part is to keep the quality high and the deliveries prompt, yours to reap the benefit in constantly increased trade and the appreciation of your customers.

ROWAT & CO.

Glasgow - Scotland

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"Omazon" Stock Food, "Marechall Powder"

are two leading preparations for farm stock which have already won a name for themselves.

The former, compounded of nourishing ingredients, medicinal powders and roots, never fails to produce good results.

The latter is a sure antidote for coughs, worms, glander, etc.

AGENTS WANTED

We have also proprietary articles for sale of which we are allotting territory.

Dr. Ed. Morin & Co., Limited
QUEBEC

A WIDE MOUTH

This is one of the features of the QUEEN SQUARE FRUIT JAR. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener. The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.
Sell the Quality Jar during 1913—the "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

"THE 1913 PACK"

We are booking orders for 1913 goods and have a full line to offer. Our pack is gradually being sold at the low prices quoted, and we would advise you to write us for prices, terms, etc. We can make you an interesting proposition on your 1913 requirements.

ALL GOODS GUARANTEED NO. 1 QUALITY

It will be to your interests to write us for prices. We can show you increased profits on your canned goods sales for this year.

KITCHENER BRAND OF CANNED GOODS

Our goods have the quality of the home-made article and every care is taken in the processing. Nothing but freshest fruits and vegetables used, and stringent cleanliness in every process.

OSHAWA CANNING COMPANY, LIMITED

Oshawa **Ontario**

The Sauce With the Different Taste

The difference is decidedly in its favor and being in its favor will create a demand that will be profitable to you. When your customer asks for a select sauce recommend

Brand's A1 Sauce

It is composed of the finest ingredients procurable. The formula is a very rare receipt of "Old Country" origin, and one which has been used in Royal Households.
The factory conditions where A1 is made are of the very highest in respect of saintation. A1 is neatly put up in bottles, and makes a good shelf display. Secure a stock now.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

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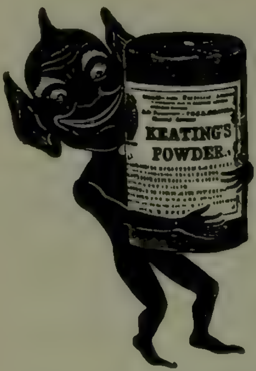
NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER



There will be a

BIG DEMAND

this year for

KEATING'S POWDER

YOU will be asked for it. "Keating's" Kills **EVERY** Bug, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is now on. It will run right through the summer, and this year be larger than ever.

They come more often for it

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Parowax

(Pure, Refined, Parafine)

ONE POUND
Parowax
The Imperial Oil Company Limited
Parowax

You can build up a good, steady line of trade by reminding your women customers how much Parowax helps in the wash.

Parowax is a splendid seller with housewives everywhere.

They just add it to the soap in the wash-boiler, and the things come out beautifully clean and white without any hard rubbing.

This is the same Parowax that is in such wide demand for sealing jellies, preserves, etc. It makes an absolutely air-tight, mold-proof seal.

THE IMPERIAL OIL COMPANY LIMITED
HEAT LIGHT POWER LUBRICATION

Put up in pound and half-pound cartons—20, 40 and 100 cartons in a case.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

FACTS

about **QUINQUINOL, the perfect Stock Food,** for Cattle, Horses, Sheep, Poultry, etc.

QUINQUINOL

is recommended by the Minister of Agriculture.
Has been awarded three diplomas at big Exhibitions.
Packed in tins—absolutely free from loss by vermin or moisture.
Every tin carries a money back guarantee.
50% profit—costs the dealer $4.00 per doz., sells at $6.00.
Freight prepaid on six doz. lots.

One dealer in each town wanted

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET, MONTREAL

Ever Increasing—

The Richards Pure Soap Co.
RICHARDS
PURE
SOAP

The volume of the sales of **"Richard's Quick Naptha"** and **"Richard's Pure Soap,"** manufactured in Woodstock, show a marked increase every month. There must be some good reason for this—housewives appreciate the good qualities of these soaps — very economical and very effective without much rubbing.

There is also a good reason why **you** should sell these soaps.

Sold through the wholesale trade.

The Best 5c. Line

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The Zenith of Broom Quality

This is the best good broom. Made of selected parlor stock. Highest grade of workmanship.

Our long experience shows, in no uncertain way, in the quality of material and workmanship of these brooms, making them the best values to-day on the Canadian market. Place your spring order now. Write for prices.

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TORONTO -:- ONTARIO

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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Co-Operate With the Housewife

Tell her about

MAPLEINE

for Dainty new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

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Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

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ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best
Variety: The Largest
Prices: Right

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When a bank allows an individual or company a "line of credit" they make sure of their position in advance. You can make yourself safe on your credit customers by using

ALLISON

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Besides they save a lot of time in bookkeeping, collecting, etc.

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When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale everywhere by Jobbers.

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Indianapolis, Indiana, U.S.A.

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COMPLETE YOUR
TOBACCO DEPT.
by stocking and selling
PURE CANADIAN LEAF.
Attractive prices. We have a good assortment of pipes.
J. A. FOREST,
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GOODS HIGHEST QUALITY
PRICES ALWAYS RIGHT
That's Our Policy.
PAPER BAGS—WRAPPING PAPER.
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if you are interested in Irish trade.

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Satisfy every user. Let's tell you why.
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THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

OAKEY'S

The original and only
Genuine Preparation
for cleaning Cutlery,
6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass
and Flint Cloths and Papers, etc.
Wellington Mills, London, England

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Reputable high-class goods at reasonable prices. You can have the same if you stock our lines. Write for particulars.
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MONTREAL.

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are good smokers and sellers
Ed. Youngheart & Co., Limited.
Montreal, P. Q.

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of
BELFAST GINGER ALE
Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

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You want Quality Cocoa all the time, Mr. Grocer. It will not pay you to sell a tin on which you cannot rely. We can prove beyond a doubt the high quality of Suchard's. Remember:—
Suchard's. Suchard's. Suchard's.
FRANK L. BENEDICT & CO., Montreal, Agents.

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Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

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We have fitted up some of the most elaborately finished stores in Canada. Why not yours? Our quotations are attractive and all orders are filled in specified time. No disappointments. Write when in need.
S. MENNIER & FILS
Pie IX Ave., Maisonneuve, P.Q.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.
See Our Travelers.
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BAKE OVENS
BLACK DIAMOND OVENS
Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

A highly recommended sweeping powder, sold only in bulk; a strong pleasant disinfectant.
"NO-DUST"
NO-DUST MFG. CO.
8 Market Sq. St. John, N.B.

HOLLAND RUSK

is not an article that will be tried and disused after one day.
It has real merit and it will be well worth your while to push it.

HOLLAND RUSK COMPANY
HOLLAND, .:. .:. MICH.

WHITE SWAN

"SURITY OF PURITY"

SPICES,
COFFEE,
JELLY
POWDERS,
EXTRACTS,
YEAST,
BAKING
POWDER,
ETC.

WHITE SWAN BAKING POWDER

never fails to give your patrons the highest degree of satisfaction and at the same time allows the best margin of profit—as good as any, and better than many.

WHITE SWAN SPECIALTIES

are backed by a "Money-refund" guarantee. A fair trial is requested, the goods will prove their merit.

WHITE SWAN SPICES & CEREALS, LTD., TORONTO

A FAIR TRIAL

That is all we ask for. We know that our flour cannot be anything but high class. If it were not, then we would unfortunately have to acknowledge the loss of thousands of dollars. We made sure, however, by numerous experiments, that we had the right goods before we sought the co-operation of the retailer.

FOUR GOOD BRANDS

"Laurentia," "Regal," "Daily Bread," "National,"

One Cent. One Card. One Minute.

Isn't it worth while sitting down right now and asking us for further particulars?

The St. Lawrence Flour Mills, Ltd.
MONTREAL

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

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143 University Ave. -:- Toronto, Ont.

SUPERIOR BRANDS **FINEST QUALITY**

ALL IMPORTED

"LE SOLEIL"
Brand
CANNED GOODS

PETITS POIS: Sur Extra Fins, Extra Fins, Tres Fins, Fins, Mi Fins, Moyens No. 1, 2, 3.

ASSORTED VEGETABLES: Asparagus, Artichokes, Spinach, Flageolets, Brussels Sprouts, Macedoines, Etc.

ASSORTED SOUPS: Julienne, Chervil, Oseil, Nouvelle ou Printaniere, Concentrated Tomatoes, etc.

F. LECOURT'S MUSHROOMS
Paris.
Extra Choice, First Choice, Choice.
Gallipedes (Hotel).

Brand **"MINERVA"** Brand
The **PUREST OLIVE OIL Ever Produced.**

Bottled and sealed under the supervision of the **"Official Director of the Laboratory of Marseille."**

C|s of 12 Litres
C|s of 12 Quarts
C|s of 24 Pints
C|s of 24 Splits

C|s of 2 5 gal. tins
C|s of 6 2 gal. tins
C|s of 10 1 gal. tins
C|s of 20 ½ gal. tins
C|s of 48 ⅛ gal. tins

Carefully packed in a pasteboard box.

WRITE, PHONE, WIRE for quotations

LAPORTE, MARTIN & CIE., LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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The Menard Commercial Car

Prices and full information on technical qualities on request.

The Many Advantages

embodied in motor car delivery are brought out in their fullest in the

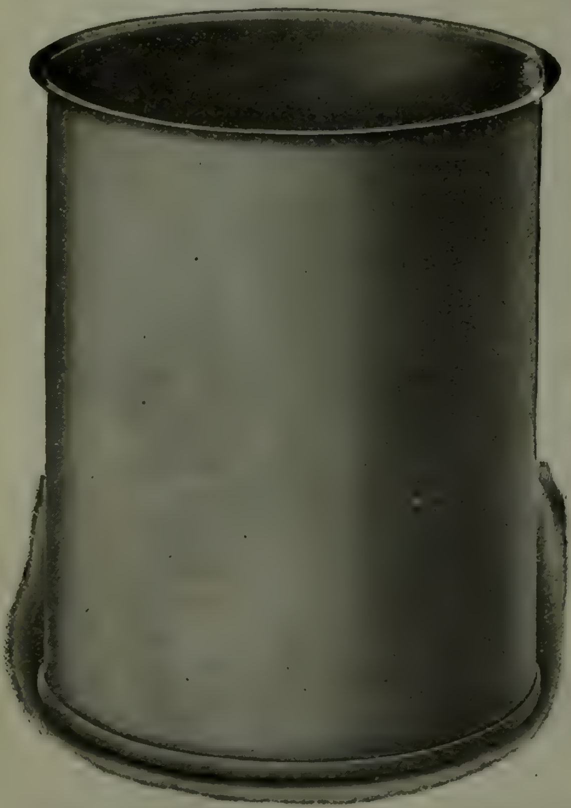
MENARD COMMERCIAL CAR

Efficiency, durability and promptness of delivery being the outstanding features. Auto delivery cuts down expenses, covers larger territory and attracts trade.

The Menard Commercial Car is quiet and reliable, has good speed and a carrying capacity up to 1,500 lbs.

Menard Commercial Motor Car Company

WINDSOR, - - ONTARIO



Sanitary Cans

"The Can of Quality"

Baked Beans, Soups, Meats, Condensed Milk, Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

OATMEAL CRACKERS

There's a something about Telfer's Oatmeal Crackers that just seems to suit all tastes. They please the adult as well as the child.

◆

Perfection of baking and the full nutty oatmeal flavor combine to produce a tastiness in Telfer's Oatmeal Crackers not found in others.

◆

Your customers will like Telfer's Oatmeal Crackers because they are always crisp and fresh, being packed in airtight containers. Send for sample order.

◆

OATMEAL CRACKERS
AN UNEQUALLED HEALTH FOOD AND AN AID TO WEAK DIGESTION
TELFER BROS. BISCUIT MANUFACTURERS, COLLINGWOOD, ONT.
TBC
OATMEAL CRACKERS
HIGH GRADE BISCUITS
TELFER BROS, LIMITED.
COLLINGWOOD, ONT.

Other Telfer Lines:

Vanilla Wafers
Reception Wafers
Graham Wafers
Peerless Soda Crackers
Peerless Cream Sodas

Telfer Bros., Limited

Collingwood, Ont.

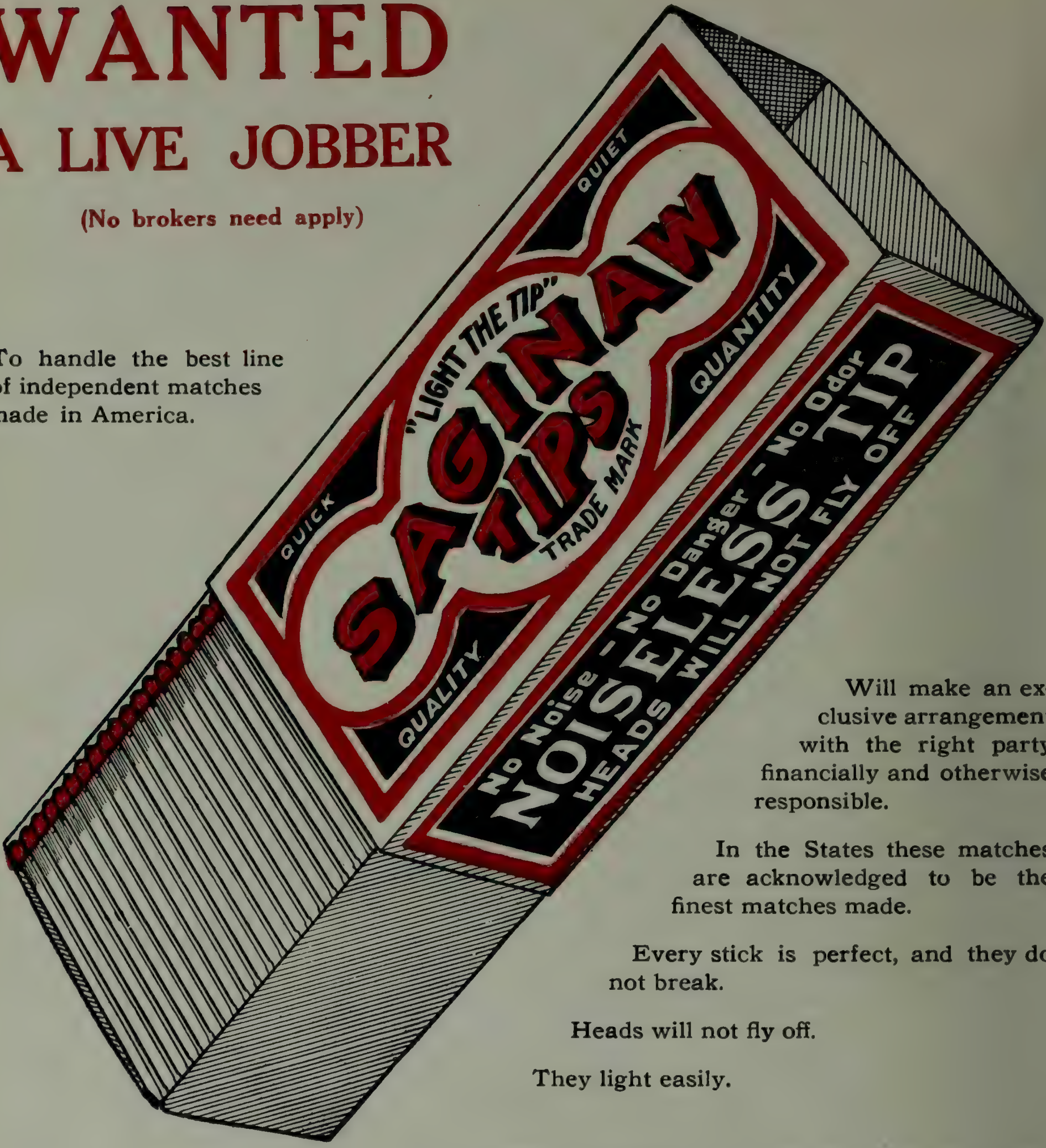
BRANCHES:

Toronto	Winnipeg
Hamilton	Fort William
Brantford	Edmonton

WANTED

A LIVE JOBBER

(No brokers need apply)



To handle the best line of independent matches made in America.

Will make an exclusive arrangement with the right party financially and otherwise responsible.

In the States these matches are acknowledged to be the finest matches made.

Every stick is perfect, and they do not break.

Heads will not fly off.

They light easily.

QUALITY MATCHES FOR STORES OF QUALITY

SOMMERS BROS. MATCH CO.

Manufacturers of SAGINAW TIP MATCHES

SAGINAW, MICHIGAN, U.S.A.

THIS IS THE 1,326th ISSUE OF

CANADIAN GROCER

PUBLISHED WEEKLY BY
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MAY 9, 1913 No. 19

Bordens

LOOK FOR THIS NAME ON THE NEW LABEL OF
REINDEER COFFEE

Borden's "REINDEER BRAND" Coffee has proven itself worthy of the name which is recognized from one end of the continent to the other, as the signet of Quality and Purity in Milk products.

These handsome brown and gold labelled tins will make a splendid display for your windows and cases. Get them before your trade now. Picnic and outing time is here.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of BORDEN'S CONDENSED MILK CO
GAIL BORDEN
EAGLE
BRAND
by which their PRESERVED MILK will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

The Leading Brand Since 1857

The Name "Borden's" on Milk Products is the Highest Guaranty of Quality and Purity

Any Milk product bearing the name "BORDEN'S" can positively be relied upon as being the best that money can produce.

It is the name known to the millions and is always associated with Quality and Purity. It is the highest form of guaranty you can give to your patrons with every can of milk product you sell.

BORDEN MILK COMPANY, Limited
"LEADERS OF QUALITY"
MONTREAL
Branch Office: No. 2 Arcade Building, Vancouver

The meat of the finest full-bred steers reared on the "BOVRIL" estates which comprise over nine million acres of the best pasturage in Australia and the Argentine:

THAT'S

—BUT CONCENTRATED

—concentrated to the highest possible degree.

BOVRIL is the most widely known concentrated beef in the world, and is used in very large quantities in every country.

Put up in five sizes: 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. bottles always the same shape.

Introduce the larger bottles to your patrons and demonstrate to them the economy of buying those bottles in preference to the smaller sizes.

There is more profit in it for you —
Send for some 8 oz. and 16 oz. bottles to-day.

BOVRIL LIMITED

27 St. Peter St. **MONTREAL**

G. & S. Asparagus

has all the delectable charm of the tender blades freshly cut from the Griffin & Skelley private beds on the banks of the Sacramento River. Almost within an hour from the time it leaves its growing place it is ready to can and seal—all the original piquant flavor and all the delicacy of the fresh young stalks is thus retained.

Standard trade-marked goods are a bulwark of safety, and as desirable to have on your shelves as money on your pass-book, for they turn themselves quickly—and with absolute certainty.

"Griffin & Skelley's" Canned Fruits

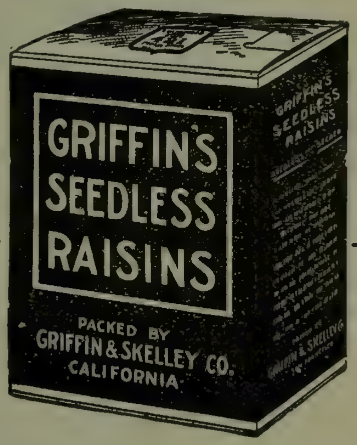
Canned Apricots, Canned Peaches, Canned Grapes, Pears, White Cherries, Black Cherries, Blackberries, Damson Plums, Egg Plums, Golden Drop Plums, Greengages, Raspberries, Strawberries and Pineapples—fruits of recognized canned excellence. By the name "Griffin & Skelley," you shall know these products as safe canned fruits to buy and sell.

Hawaiian Pineapple

The virtue of absolute cleanliness is firmly linked to that of evenness of quality in the Griffin & Skelley line of canned Pineapple. The standard of excellence remains as fixed as the stars—it never varies. This is a line of known Quality goods that will positively give you a quick turn-over.

Seedless Not Seeded

A distinct fancy variety of **Absolutely Seedless Raisins** cured in the sun. Most highly flavored, most wholesome and the cleanest. The Griffin & Skelley line of dried fruits and vegetables are known as the standard for evenness of quality and packing. Your customers will appreciate it if you sell them this pack.



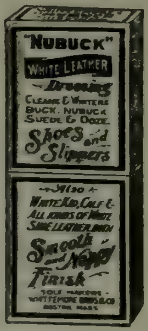
Arthur P. Tippet & Co.
Agents
Toronto *Montreal*

Finest Quality

Whittemore's Shoe Polishes

Largest Variety

"DANDY" PASTE
Whittemore's DANDY Cleaning Polishing RUSSET TAN COLORED SHOES
WHITTEMORE'S DANDY DRESSING
RUSSIA RUSSET BROWN LEATHER GOODS
WHITTEMORE BROS. & CO. BOSTON


"NUBUCK" WHITE LEATHER Dressing
Cleans & Whitens Buck, Nubuck Suede & Ooze
Shoes and Slippers
Also White Kid, Calf & All Kinds of White Shoe Leather with Smooth and Nappy Finish
Sole Makers Whittemore Bros & Co Boston Mass

WHITTEMORE BROS & CO. ALBO FOR ALL KINDS OF WHITE SHOES CLEANS WHITENS PRESERVES BOSTON, U.S.A.
WHITTEMORE BROS. & CO. ALBO BOSTON

WHITTEMORE'S GILT EDGE DRESSING
FINE SHOES
GILT EDGE BLACKEST COLOR FINEST DURABLE LUSTRE
WEAR LONGER
WHITTEMORE BROS & CO BOSTON

BOX CALF PASTE
FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S ELITE POLISH
"ELITE"
BOX CALF VICI KID AND ALL BLACK DRY LEATHERS
Whittemore Bros Boston

Oldest and Largest Manufacturers of Shoe Polishes in the World

"**GILT EDGE**" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. **Largest quantity. Finest quality.** Polishes without rubbing. Retails 25c.

"**ALBO**" Cleans and whitens Canvas, White Buck, Suede and Nubuck shoes. Each cake in a zinc-tin box with sponge (see cut). Retails 10c. Each cake in a handsome aluminum box with sponge. Retails 25c.

"**NUBUCK**" White Leather Dressing cleans and whitens Buck, Nubuck, Suede and Ooze leathers, both smooth and nappy finish. Retails 25c.

"**DANDY**" **COMBINATION.** For cleansing and polishing all kinds of russet, brown or yellow boots, shoes, saddles, bridles, etc. Retails 25c. "**STAR**" russet combination (10c size). Russet, Brown and Ox Blood pastes (5 sizes of each color).

"**ELITE**" **COMBINATION.** For those who take pride in having their shoes look A1. Restores color and lustre to all black shoes. Retails 25c. "**BABY ELITE**" **COMBINATION** (10c size). "**ELITE**" **PASTE** in 5 sizes.

"**QUICK WHITE**" makes dirty Canvas shoes Clean and White. In liquid form, so can be quickly and easily applied. A sponge in every packet so always ready for use. Two sizes, retails for 10c. and 25c.

Send for circulars giving full particulars of our other Polishes to **WHITTEMORE BROS. & CO.**, Boston, Mass., U.S.A.

For Sale by the Shoe Findings and Shoe Jobbing Trades of all Canada.

PRESERVED PURE BUTTER
CANADA
SMITH & PROCTOR, HALIFAX, N.S.
SMITH & PROCTOR'S CANADIAN "BLUENOSE" PROVINCE TABLE BUTTER

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

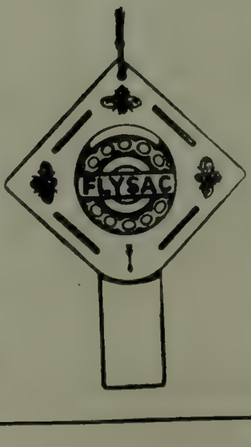
Halifax, - N.S.

INCREASE YOUR SALES PROFIT AND PRESTIGE

Sell the fly destroyer that does the work.

Flysac Flycatcher

Hermetically sealed. No leakage. Covered evenly with gum.



HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.

"Remarkable Value

considering others not as good are selling for more."

This is a remark overheard in a store when a customer called for ANOTHER TIN OF

GILMOUR'S ANTISEPTIC

HAND CLEANER

("The Yellow Tin with the Goods in")

Profit so Satisfactory. Repeats so Certain. Tin so Attractive. Work so Effective. You should order right now. Get sample at any rate.

THE GILMOUR CO.
604 Papineau Avenue, - MONTREAL

FULL OF NUTRITIOUS WORTH

¶ Borden's (Eagle Brand) Condensed Milk is a body building force. It is unequalled for table and cooking purposes and as an infant food its high quality (tested), absolute purity and nutritious qualities imparts to the small being all the essentials that go to build up a strong and healthy body.

¶ The correct knowledge of the manufacture of this delicate article of food is only acquired by many successive years of experience. Our experience covers a period of fifty-six years.

¶ For purposes where an unsweetened milk is preferred, *Borden's Peerless, St. Charles or Jersey Brands* fill every requirement. Having all the advantages of fresh fluid milk and none of its disadvantages.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
71 Hudson Street, New York.

(The Original)

Surely no wide-awake dealer can doubt the selling qualities of the Borden Brands. Recommend and display these "Leaders of Quality."

(SINCE 1857)

Borden Milk Co., Limited

"Leaders of Quality"

MONTREAL

Branch Office: No. 2 Arcade Bldg., Vancouver

A Special Introductory Offer

To further introduce

CHIVER'S PURE ENGLISH JAMS, ORANGE MARMALADES, ETC.

we are offering for a limited time a special introductory offer.

CHIVER'S are the recognized standard for imported Jams, etc., and have the distinction of being appointed purveyors to His Majesty King George V.

NOW is the time to secure your supply for the Spring and Summer demand.

Drop us a line and we will be pleased to give you full details, and show you how you can secure CHIVER'S PURE, ENGLISH JAMS, ORANGE MARMALADES, ETC., at a price below the cost of domestic packs.

We have all style packages. Glass 1s. and 2s. Tins 4s. and 7s., etc.

Did you get a 5-case lot of "ARGO" Salmon. Many did and are repeating. The price, $2.10, still holds good, though supply limited.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers

KINGSTON - - ONTARIO

Our mail order department is extensively patronized. There is a reason. We are prompt shippers.

John Gray & Co., Ltd.

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1616 North 23rd St., Phila., Pa.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG

"SIMCOE"

Baked Beans

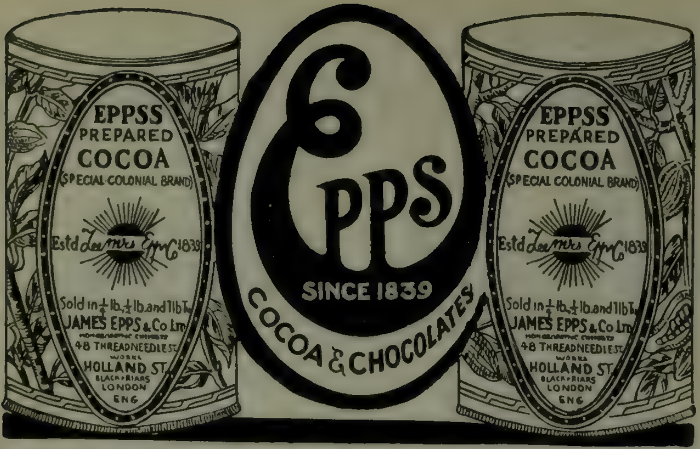
A popular line that has found wide-spread favor by reason of its unvaried quality and generous quantity.

All beans used in "Simcoe" Brand are hand-picked, and processed with the greatest care—nothing but the purest sauces and spices are used, A size to suit every demand, 1's, 5's, 3's (Family) and 3's (Tall.)

More beans at a smaller price.

Dominion Canners, Ltd.

Hamilton - - Canada



EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Ltd., LONDON, ENG.
25 East Front Street Toronto

—HIRONDELLE BRAND—

(Swallow Brand)

MACARONI **VERMICELLI**

For quality, deliciousness and tenderness "Hirondelle Brand" Alimentary Pastes are unexcelled—as good as any imported. Highest grade Canadian hard wheat flour being used in the making.

Profitable and quick selling.

C. H. Catelli Co., Limited
MONTREAL, QUE.

—CANADIAN—

"E. D. S." BRAND TOMATO CATSUP

E D S

Like all other products issued under this well-known brand, is absolutely pure in every respect. It is sweet, palatable and not over-spiced, the rich flavor of the ripe tomato being retained to a remarkable degree by the "pressing-out" process—a specialty of our own. "E. D. S." Catsup is made from fresh, red, ripe tomatoes, best granulated sugar and choicest spices.

Feature "E. D. S." Catsup along with a full range of "E. D. S." Jams and Jellies. They are all family favorites, and will influence more of the valuable family trade to your store.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

QUALITY

PURITY
and
PALATABILITY
combined with
REASONABLE COST
are what make

CLARK'S PORK and BEANS
Your Best Sellers

Careful selection of the highest grade beans, the purest spices and sauces, the most perfect system of cooking, coupled with thorough and extensive advertising methods, make CLARK'S products a valuable asset to every up-to-date Grocer.

Every Can Guaranteed

W. CLARK, :-: MONTREAL

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide-awake. If you don't supply H. P. "the other fellow" will; probably he'll soon be supplying a good many other things, too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound.

W. G. Patrick & Co., Limited, Toronto,
Montreal, etc.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Ltd.,
Birmingham Eng.

H.P. SAUCE

DO YOU KNOW HOW MUCH YOU LOSE EACH YEAR

through short-weighted goods that come in? Secure a

"Renfrew Scale"→

and let it catch this leak for you,—the immensity of it will surprise you. With a "Renfrew" you can weigh and truck them into place with one operation. Strong, accurate and reliable. Send for particulars.

RENFREW SCALE COMPANY, Renfrew, Ontario

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

COOK'S FRIEND BAKING POWDER

has completed more than fifty years of satisfactory service. Just consider what this length of good work in the kitchen means.
You need hardly take on any other. You want the best and we have it.

No One Ever Complained About "COOK'S FRIEND."

No Alum — No Complaint

W. D. McLaren, Ltd., Montreal. John J. Gilmor & Co., Winnipeg, Western Agents

Fresh British Columbia

H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish

Early Run

CHASE & SANBORN'S COFFEE

If you are offered coffee "as good as"
Chase & Sanborn's
You can count on it being MIGHTY GOOD
But there is none nearly "as good as"
Chase & Sanborn's
So to-day should see you ordering THE VERY BEST.

CHASE & SANBORN - MONTREAL

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and
ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
WALKER PATENTED BINS
Berlin, Ontario

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Keep a Good Stock

of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL, **England.**	**LONDON,** **England.**	**MELBOURNE,** **Australia.**

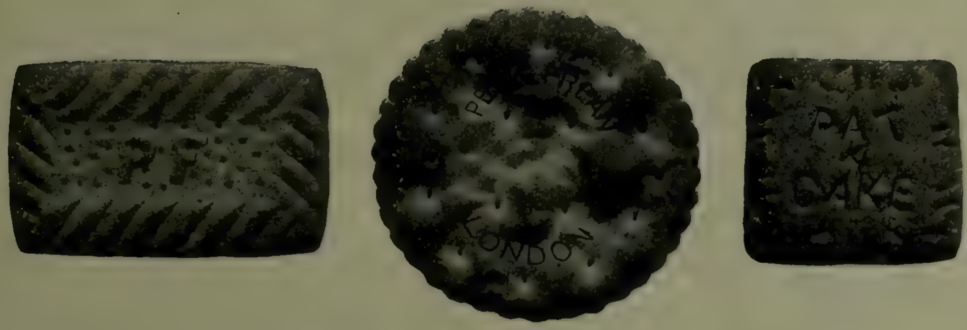
CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW, **Scotland.**	**SHORTWOOD,** **(Gloucester) England.**	**LONDON,** **England.**	**MELBOURNE,** **Australia**

Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE	GOLDEN PUFF	PAT-A-CAKE (reg'd)
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal—C. Fairall Fisher, 22 St. John Street, Montreal.
New Brunswick—W. A. Simonds, 8 and 10 Water Street, St. John.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

JAMES ROBERT

Preserve M

MANCHESTER & LONDON, EN

N & SONS, LTD.
ufacturers.

JAMES ROBERTSON & SONS, Preserve Manufacturers, Ltd., was started over 50 years ago, and from a small beginning, now occupy the position of foremost PRESERVE MANUFACTURERS, in the United Kingdom. From the very beginning their motto has been :—

"GOODS WELL MADE ARE HALF SOLD."

This explains why no Fruit or Sugar is too good for them. The best procurable only used.

Their factories are models of their kind ; built in beautiful surroundings and kept spotlessly clean. The workers are clothed in white uniforms when at work. They have Dining Halls, Recreation Rooms, Baths — and in their London factory — Evening Classes have been instituted where Lectures and Lessons on various subjects are given.

Owing to the high quality of ROBERTSONS' PRESERVES they have made themselves known the world over, and once a grocer takes them in he never changes.

Why ? ***Because :—***

ROBERTSONS' **Jams and Marmalades** ***do not go mouldy.***
ROBERTSONS' **Jams and Marmalades** ***do not go fermented.***
ROBERTSONS' **Jams and Marmalades** ***do not go sugary.***

And why are ROBERTSONS' PRESERVES as sweet and fresh when the jar is opened as the day on which they were made ?

Because they are scientifically manufactured. They give complete satisfaction to the grocer ***because*** he receives no complaints and to the consumer ***because*** they have no cause for complaint.

Owing to a continuous increase in demand ROBERTSONS' are erecting another Model Factory in Bristol. These High-class Preserves are stocked by many of the leading Canadian Wholesale Grocers with whom Retailers can communicate.

ND AND PAISLEY, SCOTLAND.

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

A FEW BARRELS
Labrador Herrings
LEFT
$4.00 PER BARREL

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas,. Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
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Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreigh agencies solicited.

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Produce and Provision Merchants
Bakers' and Grocers' Specialties

Open For One or Two Good Lines

Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED

332 Bannatyne Ave., Winnipeg
Grocery Brokers and Importers

Facilities for Stocking.

Ready to handle Foreign and Domestic Lines.

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Can give strict attention to a few first-class Grocery Agencies. Highest References.

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WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

Have You Had Your Sample?

There is a package of that highly popular

WHITE DOVE COCOANUT

Awaiting your enquiry.

Free for the asking.

We want all to know that we are the leaders. Very few don't.

Do It Now.

W. P. Downey

MONTREAL

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

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Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

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The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.

Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.

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1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

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ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address:—

Name ....
With (Name of firm) ....
Street ....
City or town ....Prov...........

Tartan BRAND

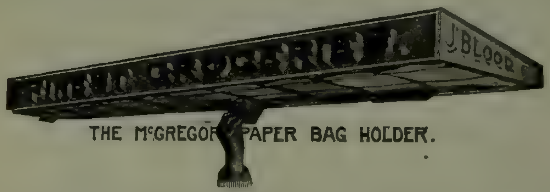
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. No hole punching or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

FINEST IN THE WORLD
FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A DAMP WOOLEN CLOTH
XXXX
BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY LTD.
WINDSOR, ONTARIO.

TRY IT

SOLD BY ALL JOBBERS

We have a limited amount of

No. 3 Tomatoes
Gallon Apples
No. 3 Apples
and Evaporated Apples

All packed in Sanitary Cans.

CHURCH BROS. HUBBS CO.
PICTON, ONTARIO

Melagama

Tea and Coffee stand alone in quality. Consumer demand is growing fast, backed by our vigorous advertising. Hadn't you better order a case of each TO-DAY?

Packed by

Minto Bros.

TORONTO

Established 39 Years

Phone, wire or mail, at our expense. We pay the freight.

St. Lawrence Granulated

100% PURE CANE Sugar, put up in three different sized grains:

Red Label Fine Grain **Blue Label** Medium Grain **Green Label** Coarse Grain

The size of the grain of these several brands will never vary.

BANNER L&B BRAND

Lindners Limited

340 Dufferin St., TORONTO

Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto

WESTERN AGENTS:

W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

THE TRADE-MARK ON THE PRODUCT

is the distinction mark by which the public know the goods. The **L. & B.** Banner Brand trade-mark has become popular in the minds of the people because of the quality, purity and deliciousness of the carefully prepared fruit behind the **L. & B.** trade-mark.

See that you are always well supplied with **L. & B.** JAMS, JELLIES, MARMALADES, ETC. Have you tried **L. & B.** MAPLE SYRUP—highest quality. Put up in quantities from ½ to 5 gals.

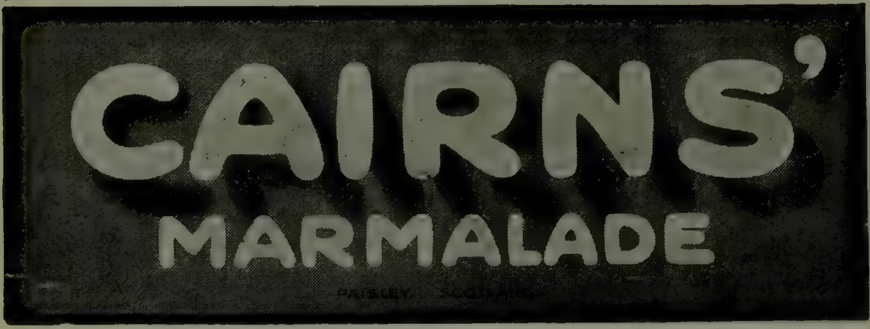
Furuya & Nishimura

on Friday last, the 2nd inst., received samples of

NEW SEASON'S JAPAN TEA

being the very earliest picked leaf, of exceptional fine quality, and arriving in Montreal on above date is quite unprecedented.

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN
PRINCESS OF SWEDEN
and for 22 years
TO HER LATE MAJESTY QUEEN VICTORIA.



CAIRNS'
Orange Marmalade

Made from best Seville oranges and pure sugar. Marmalade is the breakfast delicacy of the masses. Cairns' never disappoints dealer or customer.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

PURITY SALT

Should Go Into Every Basket of Orders That Leaves Your Store

When salt is asked for give the customer "Purity," it's everything its name implies. It satisfies the customers every time and allows you a liberal profit. Insist on getting it — recommend it to your patrons.

THE
Western Salt Co.
LTD.
COURTRIGHT,
ONT.

PACKARD'S BLACK "O" SHOE POLISH

a combination of the liquid and paste. Contains no turpentine.

UN LIQUIDE ET PATE COMBINES
Packard's Black "O"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

Write for illustrated price list.

L. H. PACKARD & CO., Limited, MONTREAL
JOHN J. GILMOUR & CO., Winnipeg, Western Agents for the Grocery Trade.

OLD TEA IS BAD TEA

Tea of all growths deteriorates rapidly, and is never as good as it is on the day it arrives here from the gardens.

Some of our retail friends, without considering the above facts, buy enough bulk teas to last for a year or more. They are persuaded to do this by the wily salesman, who always has a "bargain" to offer. This "bargain," perhaps, has been in the wholesaler's stock for a year or over, and, even, if it was originally good, has lost all its goodness. It is on account of this deterioration in tea that we are always eager to take back "SALADA" when it has been on your hands for over three months. We empty it out of the packets and sell it as bulk tea for what it will bring.

In this way is preserved the good name of

"SALADA"

FOR QUALITY AND FLAVOR

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia.

ROYAL SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

A Good Year-Round Seller

Send us a trial order—use it in your home and you will realize why it makes such a "hit" with customers.

"SOCLEAN" DUSTLESS SWEEPING COMPOUND makes sweeping easy and pleasant, kills moths, disinfects the house and makes rugs and floors bright and clean.

Soclean was formerly sold in a PAIL with a 3½ lb. capacity. Pail now contains 4½ lbs., and sells at the same price (25c.)

We help to bring customers to your store by supplying you with transparent signs, cards and counter booklets.

Sold in barrels for use in stores.

Write to-day.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada.

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

The Food for Young and Old

NUTRITIOUS AND HEALTHFUL

Robinson's "Patent" Barley

is especially good for children up to the age of nine months. It is prepared from the finest fully matured barley.

Robinson's "Patent" Groats

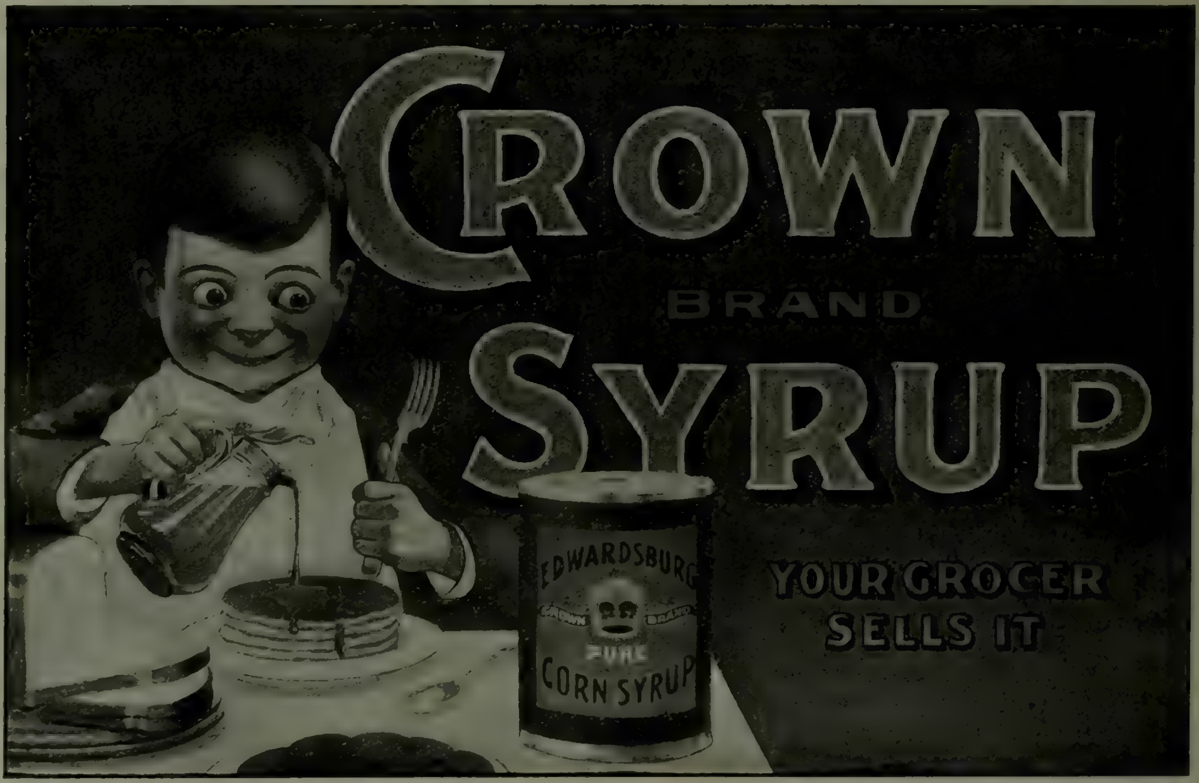
a specially prepared food made from the best oats is a great favorite with the older folk and is for children over the age of nine months. These two foods are well known and used extensively by the better trade.

Stock up to-day on Robinson's "Patent" Barley and "Patent" Groats

MAGOR, SON & CO., Limited

403 St. Paul Street, MONTREAL **30 Church Street, TORONTO**

AGENTS FOR THE DOMINION OF CANADA



ARTISTIC COLOR POSTER
Creating Consumer Demand

The Canada Starch Co., Limited
Manufacturers of Edwardsburg Brands
CARDINAL, - BRANTFORD

Retail Merchants Discuss Many Resolutions

Conclusion of Report of Convention of R. M. A.—Proposed Bulk Sales Act Upheld by Some, Severely Criticized by Others—The Co-operative Store and Wholesaler's Relation To It—Causes for High Cost of Living—Railway Man Talks on Settling Claims—Grocer Becomes the Next President.

Staff Correspondence.

Toronto, May 19.—Whether or not the proposed Bulk Sales Act for Ontario would or would not be detrimental to the interests of the retail trade was one of the main subjects up for discussion on the second day of the Retail Merchants' Association Convention at Massey Hall last week. Among the other features of the day was the discussion on co-operative societies and the address of Hugh Blain, wholesale grocer, Toronto, in reply to questions regarding selling to co-operative stores, and on general business ethics connected with the grocery trade. Mr. Blain also briefly and convincingly dealt with the fundamental cause of the high cost of living, pointing out that it was not due—as so many unthinking people declared—to the prices charged by the middleman, but rather to the conditions of the age in which we are living.

Discussion on Bulk Sales Act.

After the secretary's and treasurer's reports had been presented, the convention went into the further discussion of the propriety of the proposed Bulk Sales Act.

G. B. Ryan, of Guelph, again contended that the principle of the bill was correct—that there should be some law to prevent a dishonest merchant from selling out and departing with the money. He suggested that if any parts of the wording of the bill were found to be detrimental to the retailer they should be changed, but he would not be in favor of it being fought against in any form.

Secretary Trowern stated that on his recommendations the bill had been entirely thrown out, not merely laid over. It was a bill, he said, for the protection of the wholesaler and not the retailer, and, therefore, in his estimation was class legislation. Retailers were honest men, with few exceptions, and just why there should be such a bill to catch a handful of rascals to the detriment of honest men he was at a loss to see. He contended wholesalers should watch their credits closely enough, so that it would be impossible for them to lose money by the absconding of debtors .

Replying to this, Mr. Ryan said that that was all very well from a local standpoint. "Men whom I deal with are all nearby, and I know what's going on. But its different with a wholesaler, who has to do business with customers 1,000 and 2,000 miles away.

The secretary maintained that in the Criminal Statutes at present was an Act dealing with absconding debtors. It was a criminal offence, liable to a fine and imprisonment. If power could be given Dominion authorities to go after the absconder when he crosses the line nothing more would be required.

"Stop him from selling out and defrauding his creditors before he gets across the line," declared Mr. Ryan.

"You cannot make legislation to cover every transaction," said W. H. McCordick, coal and wood dealer, St. Catharines, who maintained that a wholesale dealer or manufacturer could prevent bad credits by securing statements on intending purchasers from mercantile agencies. "Once when I went to Buffalo to buy coal I was asked how much I was worth. I told the man, but if I had been crooked in giving him the figures he would have found me out when he had secured a statement."

The impression of J. Staples, Lindsay, was that if he wanted to cheat his wholesaler the bill would stop him from selling. If he cheated he would be criminal, and, therefore, the law should follow him anyway. But he did not think the proposed Act would affect an honest man.

Mr. Trowern—"The bill should not go through unless it covered everybody, not simply retailers."

E. C. MATTHEWS, Toronto.
Elected President of the R.M.A., Ontario Board.
He is a grocer on Parliament Street.

Mr. Ryan—"The bill prevents a wholesaler or a manufacturer from selling out without the consent of 60 per cent. of the creditors, just the same as it affects the retailers."

Mr. Trowern—"If it had stated that the seller did not have to submit the names of 60 per cent. of the creditors until after the sale it would have been a different thing, but the seller must get their consent 'before closing' the sale."

Mr. Ryan—"Yes, 'before closing' the sale, not 'before beginning' the sale. You have your contract all drawn up and the deal must go through."

"Another thing," added Mr. Ryan, "in the circular letter sent out from the association headquarters it states that the fees of the trustee, which shall not exceed 5 per cent., must be paid by the debtor. That is not true. It distinctly states in the second part of section 5 of the proposed bill that the fees with any disbursements 'be deducted out of the moneys to be received by the creditors and shall not be charged to the debtor.'"

The secretary contended that if the seller owed, say, $4,000 to a mother-in-law, a brother, an aunt or an uncle, that person would not be content to get back only 95 per cent. of it.

A. M. Patterson, dry goods merchant, Brockville, drew an analogy between the proposed bill and the method adopted in selling a house. "You have to inform the purchaser as to the mortgagee, if any, and the amount against the property, before the sale can be consummated. There may be a few undesirable words in the bill, but in principle it is right."

R. C. Braund, a Peterboro grocer, asked where the bank would come in which had advanced money to the seller. "Would the bank," he asked," be willing to accept its loan minus the 5 per cent., for the trustee because it was one of the creditors?"

Becoming involved with difficulties and because of both the opposition to the bill and the favor it found it was finally decided to leave the question over to a special committee composed of the executive, which would also request various branch associations to appoint one of their number to act on it. A conference with representatives of the Canadian Credit Men's Association was also suggested, and this will be had, no doubt, if the retailers decide that some sort of Bulk Sales Act is deemed advisable.

Trading Stamp Act Violations.

In absence of President Wesloh for an hour or so, Vice-President E. C. Matthews took the chair on Wednesday afternoon while the convention was dealing with remainder of the resolutions. The first was that, whereas some merchants are using coupon cards, prizes as awards, etc., in violation of the Trading Stamp Act, it was desirable that all cases of this character be forwarded to the executive.

B. W. Ziemann, merchant tailor, Preston, Ont., contended there was too much of this sort of thing going on, and that merchants frequently go into illegal schemes unknowingly. "We should show fellow-merchants that they are violating the Act," he said, "but when promoters attempt to launch such schemes it is a different thing; we should get right after them."

One merchant present asked if it were illegal to give a card from a cash register announcing a cash account. This was one of his business methods to promote cash trading. He gave a cash discount of 5 per cent., advising his customers that when they had $10 worth of these coupons he would redeem them either in cash or goods.

Mr. Trowern did not think it was legal. Each coupon, he said, must have a particular value of its own, and must be redeemed the way the customer wanted it. "What," he asked, "is there to prevent some dishonest person from getting these coupons counterfeited?"

The merchant replied that such was impossible, as he had a duplicate from the cash register of every coupon, and that there could not be another. He also stated that each coupon had a particular value—5 per cent. of the purchase—and that a customer had his or her wish whether goods or cash in redeeming them. The customer could redeem them any time.

R. C. Braund also maintained that it was legal if it were stated on the coupon that it would be redeemed for 5 per cent. of its face value. In such a case a customer knew exactly what was coming to him. The original resolution then carried.

The Consumers' Association.

The next resolution dealt with consumers' associations, with particular reference to the one in Windsor, Ont., about which readers of The Grocer are already familiar. The desire was expressed to call the attention of the convention to the manner in which this association in Windsor was doing business and to ask the executive to look into the matter, and to take such action as it deemed necessary. On motion of B. W. Ziemann and Sidney Mitchell, grocer, Peterboro, the resolution carried.

Delays in Freight Claims.

At this juncture Mr. Gray, of the claims department of the Grand Trunk, who was asked to come to the convention, talked for a few minutes on some of the reasons why there were often delays in settling claims.

"Delays in settlement," he claimed, "was not altogether a matter which rests with the express or freight departments of the transportation companies. We handle many claims, and a large percentage of them are due to delays caused by incomplete returns from receivers. We must have the documents filled out properly, but in many cases the claimant neglects to do this. He fails to understand the necessity of it. I have known it to take five, six and seven weeks before the documents came in properly filled, and we do not ask for anything that is unnecessary.

"Often the merchant's own employees as well as the cartage men are indifferent to his interests, simply because they know that if there is any shortage when the invoice is gone over he can get it adjusted with the shipper who comes after us. We may have good receipts to show that the goods arrived in perfect condition at your station, and then comes the trouble. Retailers should assume greater responsibility in getting the goods from the depot so as to prevent any pilfering on the part of cartage men or their own employees.

"Another cause for complaint," added Mr. Gray, "is due to insufficient packing, addressing, and lack of care in making out shipping bills. Not more than 70 per cent. of shipping bills are completely filled out. Address, name of county or something else is wrong or omitted.

"The transportation companies," he said, "have difficulty in the employment of labor. We are not in direct touch with our men as you are, and they are continually leaving, and, therefore, many of them are inexperienced."

REGINA MERCHANTS' CONVENTION.

On Monday and Tuesday of this week the big convention of retail merchants of Saskatchewan was held in Regina. The objects were to form a provincial organization, and to discuss such matters as credit insurance, transportation and traffic claims, etc. The Canadian Grocer had a special representative present, and a full report will appear in next week's issue. This issue will, therefore, be particularly interesting to our Western readers as well as all others who take part in Association work.

Addresses Badly Mixed.

"Go to any freight shed and you will find 75 per cent. of return packages have no address or anywhere from one to fifteen. The wrong barrels sometimes come back, and as barrels are not of the same value there is a kick, and we have to pay the difference."

A few questions were asked Mr. Gray in reference to delays in paying claims after these had been acknowledged by the company. One man said it was his opinion that the Grand Trunk had always thousands of the people's money on which it was saving interest.

Mr. Gray replied that such was not at all the case, as 90 per cent. of the claims acknowledged were paid in 60 days.

Those Co-operative Stores.

Hugh Blain, of Eby, Blain, Ltd., wholesale grocers, was present on Wednesday afternoon when the Co-operative Store question was under review.

E. H. Kerneghan of Peterboro, where recently a co-operative store was established, considered it would be in the best interests of the trade if wholesalers did not sell such concerns. Their method is, when first begun, to purchase from where they can. Then if they get large enough they establish wholesale houses of their own, and eventually do their own manufacturing; thus their object is to gradually cut out wholesaler and manufacturer who have befriended them in their struggling days. The speaker thought the wholesaler should protect legitimate retailers.

Sidney Mitchell, another grocer from the Lift Lock city, maintained that the principle of wholesalers selling to co-operative stores was wrong. "Why should any wholesaler," he asked, "sell to me and then to my customers on the next corner?"

The Peterboro wholesalers were not selling to the store there, but goods were nevertheless being bought indirectly through a retail jobber. "Will the wholesalers refuse to sell not only the co-operative store, but the man who is supplying it with goods?" was a question asked.

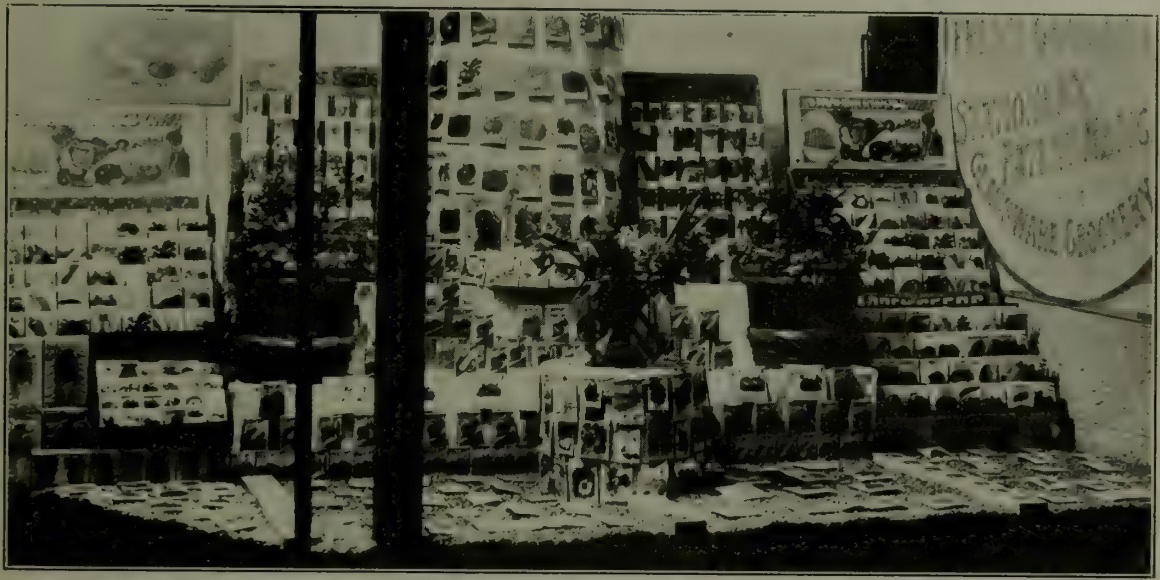
Importance of Modern Methods.

In beginning his address Hugh Blain emphasised the importance of location, of good goods attractively shown, of service in waiting on customers as well as service in delivery, and of courteous treatment in securing and holding trade.

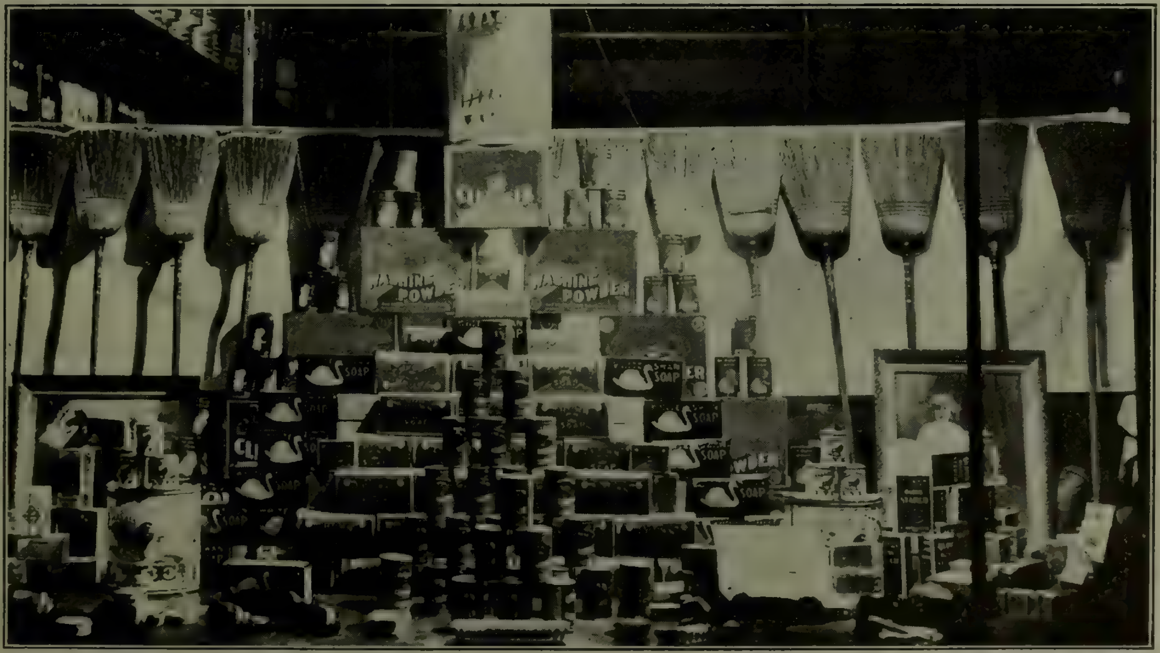
"You are just as sure of the customers of co-operative stores as they are of yours who have taken stock in those concerns,' he said, "if you give them good reasons to come to you. If they

(Continued on page 29.)

TWO TIMELY SPRING CHILLIWACK, B.C., WINDOWS



Attractive package seed window shown by Ashwells' Departmental Store, Chilliwack, B.C.



Spring housecleaning display which also appeared recently in the Ashwell grocery window. Both these trims were productive of good business.

The CANADIAN GROCER
Established 1886.
THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.
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PUBLISHED EVERY FRIDAY.

TORONTO, MAY 9, 1913

COUNTERACTING THE TEA PEDDLER.

The persistency with which the tea peddler works to create sales and get repeat orders, could well be taken as an example by the retailer who is not getting all the trade in tea to which he is entitled. It might not, however, be advisable to pursue the exact methods that some of the salesmen from peddlers' wagons use, but from the standpoint of persistency, some of them are past-masters.

Two similar cases from one street in a large city, came to the writer's attention recently, showing the persistent manner in which these tea peddlers are going after business. In each case the woman of the house refused to purchase. Both of them were buying a package tea which they had found quite satisfactory, after trying several lines sold by various peddlers.

But this argument did not drive the peddler away. He was sure his was a better tea, and that it would be liked when once tried, etc., etc. When every fair argument had failed, he almost begged that the tea be tried, and to this request both women succumbed. Half a pound was bought in each case "just to get rid of him," they claimed.

The tea was not liked. In one case it was not even tried, but nevertheless a few days later one woman found another half pound of it on the front window sill and the other the same quantity under a mat at the rear door. The peddler had evidently concluded that it was about time the first half had been disposed of, and without asking for a further order had left the package where it was sure to be found.

It does not require any explanation as to what these women told that peddler next time he came around. That is self-evident, and it goes to show that while persistency is all right in its place, it must be judiciously exercised, else it becomes obnoxious.

These are probably extreme cases, but they indicate that the peddler is hot after the tea trade, and if the grocer does not use aggressive means to hold his trade in this line, it may slip away from him.

ANALYSIS OF BOTTLED PICKLES.

Recently the Department of Inland Revenue has conducted an investigation into the pickle-making industry in Canada, the result of which is the statement that bottled pickles sold in Canadian stores are of a high character.

The department analyzed eighty samples secured from retailers throughout Canada by the department's inspectors. The analysis showed that as a rule pickles were carefully prepared and there were no grounds for any complaint in this regard. Out of the eighty samples tested, four showed mouldiness, which was caused not by imperfect fruit or methods of preservation, but rather to the use of too weak vinegar, vinegar containing 2½ per cent. or more of acetic acid being considered the best for preservation. Sixteen samples showed traces of alum, which was used for the purpose of keeping the vegetables and fruits firm, but the minute quantities used were not sufficient as to be injurious to the health of the consumer.

The opinion is expressed that vegetables and fruits can be preserved in the state of firmness desirable by the use of vinegar only, provided the vinegar is of the right quality and the fruit or vegetable sound when pickled.

TO CHECK DISHONEST ADVERTISING.

The time was when people accepted statements contained in an advertisement with as much faith as if every word had been duly sworn to. Nowadays they do not give to advertised statements the same amount of credulity. They carefully weigh what they read, showing in some respects an uncomfortable degree of skepticism.

This attitude is the inevitable outcome of the trend toward dishonesty, deliberate in some cases, unconscious in most, which has developed. Not only has the bluffer become a fairly common type among advertisers, but a tendency toward exaggeration has developed which infringes on dishonesty if it cannot be absolutely classed as such.

It is gratifying to note that a feeling of uneasiness has been spreading among advertisers over the possible outcome. It is being recognized that the public will refuse to put credence in advertised statements if the tendency toward exaggeration is allowed to develop further. There is a widespread feeling that the time has come to eliminate exaggeration and false valuation from the retail advertisement, to get back to the point where the merchant advertises his goods on their merits only without the backing of superficially extravagant claims.

The exaggeration habit is by no means a general one, but there are enough doing it to imperil the results obtained by those who hew to the line of absolute veracity. All honest advertisers will, therefore, lend their heartiest support to any movement which has for its object the suppression of fictitious claims.

MOUSE-PROOF MATCH SAFE.

> "Five hundred dollars'worth of groceries were destroyed in R. S. World & Sons' store, at the corner of Lennox and Lippincott Streets, Toronto, when mice chewed into a box of matches on one of the shelves."

The above news item appeared in our issue of April 25th, and is just another reminder of the constant danger every store is in which does not provide some kind of a mouse and rat-proof safe.

In our issue of March 28, there appeared an article describing the experiences of a grocer with matches and telling how he overcame this danger by the expenditure of about ten dollars. Had the above store been equipped with this safety device, the fire, which caused a loss of $500.00, would not have occurred. Take warning in time and eliminate the danger of fire from this source.

*BUYING IN THE HOME TOWN.

We publish on another page of this issue correspondence between the representative of a number of citizens, joining together in a country town to buy goods at wholesale prices, and a wholesale grocery house. The wholesale firm refuses to send a catalogue or sell to a combination of consumers associated together for the purpose of buying goods at wholesale prices, and takes the ground that the retail merchant is necessary under the conditions of modern commutual life, and that the consumer, ordering goods from a distance, impairs the standing and usefulness of the local trade.

The position taken by the firm is, in the opinion of The Canadian Grocer, sound, and we would like to impress it forcibly on our readers. If the foundation of a community is really commutual or reciprocal, as the name implies, then the members should carry out the principles and conditions which bind them together as a community. The doctors, lawyers, dentists, clergymen and other professional men, as well as mechanics and officials and those who may have retired into private life, get their incomes, as a rule, entirely from the locality in which they live. Should they not reciprocate by spending that income among the people of the community from which they receive it?

Even the farmer, under advanced modern conditions, gets his revenue, if not all, certainly the most profitable part of it, from the community in or near to where he lives. These are the parties that send away from home for their most expensive things, and in this way so impoverish their local merchant that he cannot afford to keep the best class of goods, and consequently the character and usefulness of his business is greatly impaired, and he is forced to charge more for the goods his customers are obliged to buy from him.

There is certainly nothing commutual about this. When these same parties want a pound of nails or a spool of thread or a pound of sugar, or perhaps a rake or a hoe, what a panic there would be if there were no retail stores to go to! The retail merchant is, unquestionably, a necessity, and it is equally true that when he is put out of business the place goes to ruin. The heaviest taxpayer ceases, and the municipal corporation will look in vain to the large stores where her wealthy citizens send their money for supplies. Every community should take a pride in itself, and the members should loyally support those institutions that give character and stability to the place.

The business activity of a town or village is the best evidence of its importance. Prosperous business means a prosperous place, surrounded by prosperous farmers, and establishes a standard of values that give a conscious feeling of importance and satisfaction to every surrounding. In such a place the retired farmer, or citizen of whatever class, would prefer "to husband out life's taper at the close, and keep the flame from wasting by repose," instead of leaving, as they do, a wretched looking town or village for the turmoil of a large city.

The town or village where business is stagnant and where the citizens send away for the cream of their requirements, is dead. Dead socially, financially, intellectually. The citizens lack confidence and interest in each other. They do not co-operate. They do not reciprocate. They cease to be enterprising; overlook the rights of their neighbors, and neglect to look properly after their own; in short become slovenly and careless and degenerate into conditions in which no person of taste, refinement, culture, enterprise or ambition would care to live. Who pays their taxes; keeps up their churches; manages their Sunday schools; arranges their social entertainments; visits the sick; helps the needy or looks after the poor? Certainly not the big concern at a distance, to whom they send their money.

No individual or institution can be healthy or prosper if starved. Starve the retail trade and you weaken and destroy the most vital essential in the life of a community. Starvation does not necessarily mean the absolute stoppage of all sustenance. The process can be carried out by degrees, and by sending away for their most profitable goods, the citizens of a town or village can gradually starve to death the retail business and destroy the life and prosperity of any community.

UNIFORM HALF HOLIDAYS.

It may seem early in the year to talk summer half holidays, but it will not be long before this perennial question is re-opened. Already, in fact, the matter has been brought up in several sections.

The Canadian Grocer has one suggestion to make in this connection. A uniform date should be selected for the half holiday wherever it is observed. Up to the present the practice has been for the stores in the various cities and towns to select their dates without regard to what is being done in other places. The result is that the dates selected vary. In one place the stores will close on Wednesday, while in a town a few miles away, Thursday will be selected. Over in the next county they may be observing Friday or Tuesday. In consequence, the traveling man's operations become more or less of a gamble. He is never quite sure when he strikes a town whether he will find anyone around or not.

Such confusion is not desirable, nor is it necessary. By the selection of a uniform date early in the season, all trouble could be avoided. Wednesday is probably the day most commonly selected. Why not make it general the country over?

EDITORIAL NOTES.

"Cut out the tea peddler" ought to be one of the chief objects of every retail grocer.

* * *

When all goods possible are bought in the home town, it has a good chance to become prosperous.

* * *

Ontario retail opinion is divided on the question of a Bulk Sales Act. In this issue two sides of the case are presented. Let us know your views.

* * *

Merchants in many Western Canadian towns are this year selling for cash only. They think the banks should finance the farmers and not the stores.

* * *

With the ball season open or about to open in many Canadian cities, we may expect an alarming increase in the death-rate of grandmothers and other relatives.

* * *

Why should Division Court charges eat up a small debt which a merchant is trying to collect? This is a bit of unfairness which the trade should remove at once.

* * *

In Regina, Sask., this week many merchants from all over the province assembled. Last week Ontario merchants were together, and a few weeks ago Ontario grocers met in convention. A brighter morn' is evidently dawning for Association work in Canada.

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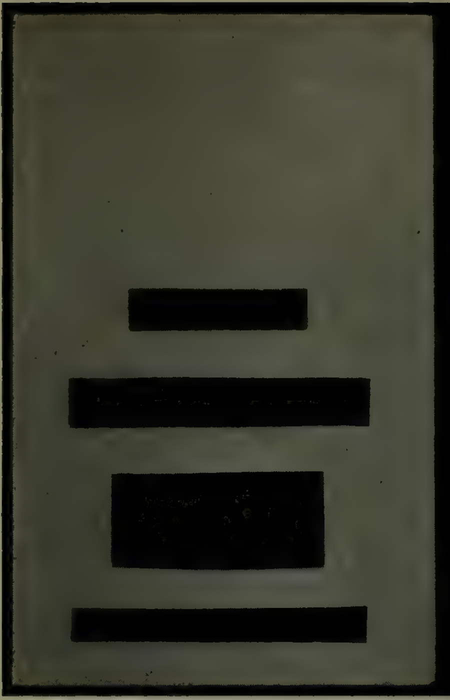
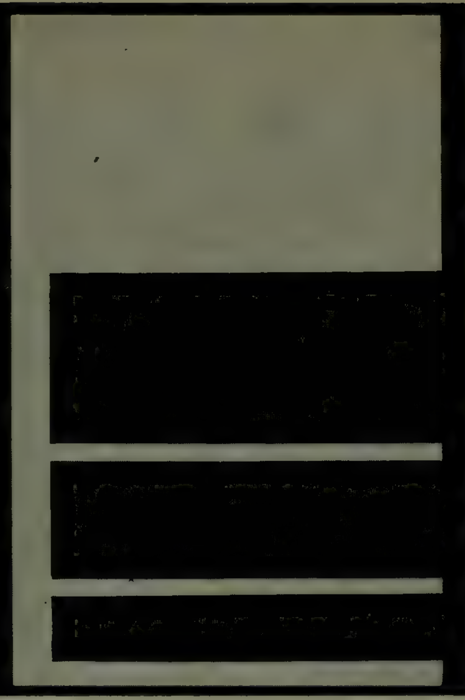
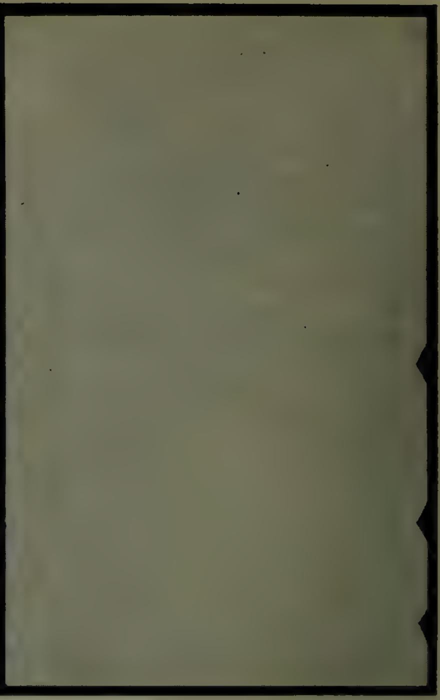
* In his address at the R.M.A. convention, Hugh Blain called attention to this editorial which appeared in a July issue of Canadian Grocer in 1912. It is reproduced here so that the force of Mr. Blain's talk, as printed in the Convention proceedings, will be better appreciated by the trade.



Design No. 1 is the grey front-piece of the "Slide Card" cut out ready for the lettering. It can be made with any style openings to suit the requirements or the taste of the designer. Any shade of front can be used.



Design No. 2 shows the centre or divider section of the "Slide Card." The black parts represent the spaces which allow the slides to be inverted. If this section is made of 10-ply board use 8-ply for the slide to allow freedom of removal.



Design No. 3.—The white back piece of the "Slide Card" which when assembled with the two former sections makes a quickly changed card sign. The notches at the right side allow the easy removal of the slides.

Solving Ticketing Problem for the Grocer

The daily changing of fresh fruit prices is a distracting proposition to the dealer who places great value on the pricing of his goods. The plan here suggested puts in the hands of every grocer and fruit man the solution to his ticket problem, and enables him to give his patrons a live business-like service and increase his sales.—EDITORIAL NOTE.

Written for The Canadian Grocer by O. E. Edwards, Toronto.

The greatly increasing popularity of ticketing of goods has brought the trade to a point where some method is necessary other than the making of new cards each time a price changes.

To-day strawberries are 10c a box—a card is made at an expense of say 25 or 30 cents. To-morrow the market fluctuates and they drop to 9 cents, which means another card at a similar price. Even if it is only a very meagre ticket the change means the whiting of a new one at a cost of at least 10c or more to say nothing of the inconvenience of having to wait on the move of a cardwriter. A quick change is imperative at all times.

An Attractive Card.

The idea involved in this card suggestion is one of attractiveness, usefulness ,ever readiness—a change of price when the price changes, not a day or half a day or even an hour late. It greatly reduces the cost of cardwriting and gives the merchant an attractive sign which is useful at any season of the year, and especially it is desirable during the fresh fruit season.

The Intended Use of the "Slide Card."

When a fresh installment of strawberries comes in, this attractive, well lettered sign is placed in the midst of the display, making it the central figure which cannot be overlooked. The story is told in a manner like this "Choice Domestic Strawberries 10c a Box, picked fresh to-day. The next day a new shipment arrives and the price drops or rises to 9 or 11 cents. Ordinarily the card would be wasted, but in this case only the 10 cent slide is replaced by a 9c or 11c one, as the change necessitates Only a moment's time is wasted, little or no effort is required because the range of slides may be made previously and kept handy by, ready for use.

Other Uses as Well

Not only during the fresh fruit season is the "Slide Card" of great value, but it can be used every business day of the year for such articles as butter, eggs, produce of all kinds, imported fruits, sugar, in fact there is nothing to which it cannot be adapted.

As a Permanent Sign.

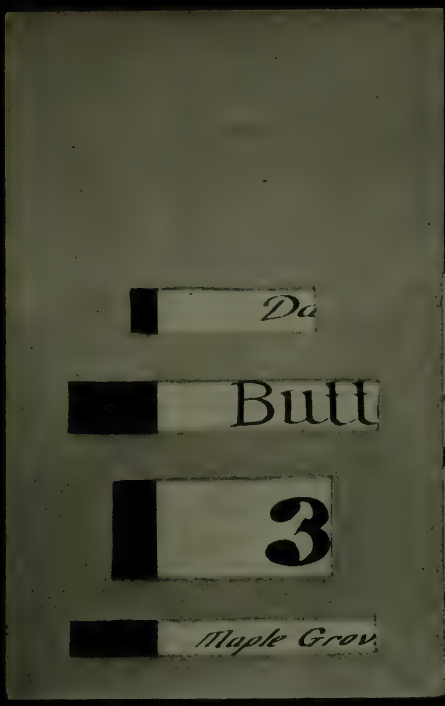
It can bear the name of the store, and form an important part of the daily store or window display, telling its little tale of new goods, or quoting its attractive prices, drawing people's attention to the daily specials, and bringing them from the street to share in the good things.

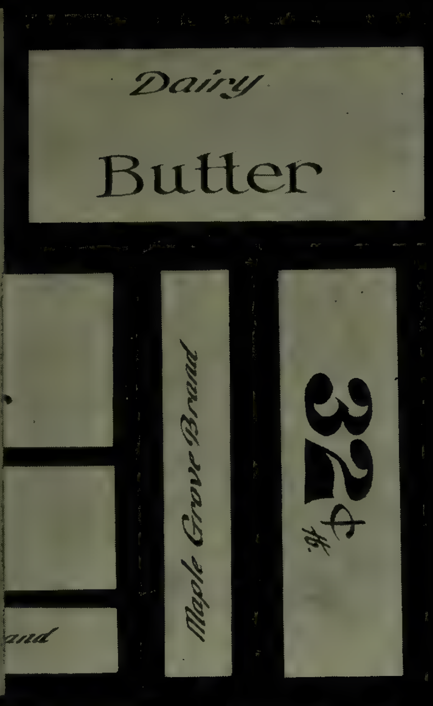
Made of a Dark Color.

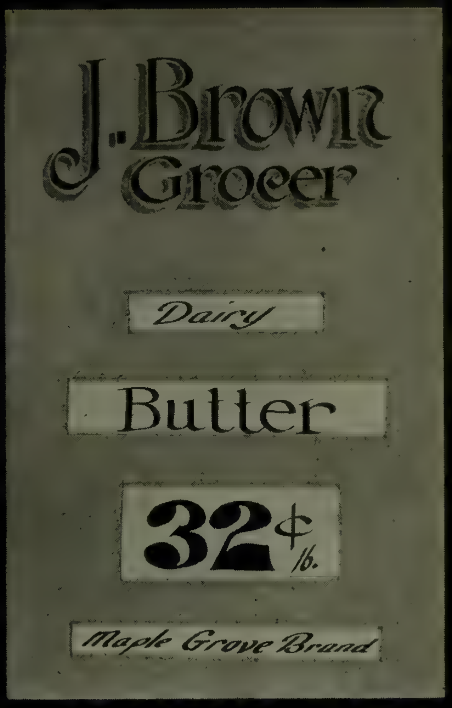
Being more or less permanent in nature, the "slide card" should be made of dark grey, brown or black card board, so that continued use will not soil the front and make it an eyesore, for this is one thing that should always be shunned in the grocery business. Nothing attracts the best trade to a grocery or fruit store like neatness and cleanliness. Finger marks and fly specks on price tickets tell a tale that does not speak well of the grocer or his wares.

The Slide Changed When Soiled.

With the daily use of the slides, they in the course of time, being white, will of necessity need to be changed for







Design No. 4 shows the slide card front with the three slides in their proper position. Notice that the first or top slide is devoted to the two top lines of letters. This is not necessary, but in most cases is desirable.

Design No. 5—The three slides fully lettered are here shown. They should be a trifle narrower than the black spaces shown in Design No. 2 so that they will work more freely.

Design No. 6—Shows the completed "Slide Card" fully lettered and with the slides inserted. Note.—The change of any one of the slides may be easily executed without the necessity of making in a new sign. (See description below.)

fresh, clean ones, but as they are small the cost will be very little in comparison to the cost of cards that would be necessary if you did not use this combination set.

Any card writer who follows the directions contained herein will be able to make this card easily and even elaborate ate on it so that very handsome signs are the outcome. The writer has made some elaborate changeable card signs along this order which have attracted considerable attention.

How the "Slide Card" is Made.

In the first place, decide on the style of card wanted. The tall panel card (14 in. x 22in.) is the best shape adapted to the "slide card," as the slides are shorter, but hundreds of shapes and styles can be worked out nicely—the card-writer's own ability being his limit. Layout the dark card somewhat as shown above in design No 1., leaving space between the lines of lettes so that there will be enough centre piece (shown in No. 2) to allow the slides to be easily inserted without the edges showing in the open spaces.

Mark out the lettering spaces neatly and cut the openings as illustrated in design No 1 above with a sharp pointed knife. If facilities are available, the card-writer may bevel the edges of the openings and gild them or leave them white as desired. The straight cut edges are always preferable unless an expert matt cutter is handy who can do the bevelling right.

A Plain White Back.

When the front has been cut, lay it on a similar sized white card about eight or ten ply—the thicker the better, and mark out the spaces by running a pencil line around the inside of the openings. This will serve as a guide in applying the centre or divider section. (Shown in design No. 2.)

Centre or Divider Section.

Repeat the above operation in laying out the centre section. Then mark spaces between the sections with parallel lines at right angles with the side of the card leaving about ⅛-inch or a little more space between the spaces and the mark of the openings. Also mark lines joining these spaces on the left hand side of the card about ¼-inch nearer the edge of the card than the opening marks. Cut out the rectangular pieces which contain the opening marks, leaving only the pieces of card board above and below the lettering and the narrow dividing spaces. See illustration No 2.

The Slide for the Card.

Take the pieces that came out of the centre section and trim off about ⅛-inch from one side just enough to allow them to be inserted easily as slides. These may be made in any quantity, but always absolutely true so that they will work readily and can be inserted without the necessity of trimming.

To Assemble the Parts.

The first thing to do in assembling the parts is to lay the centre section on the back of the cut out "V" notches on the right hand side of the back in the centre of the spaces behind where the slides will come (See design No. 3.). These are or the purpose of catching the slides with the point of a knife to draw cut. The next operation is to glue both sides of the centre section with a strong fish glue, and lay it on the back, inserting the slides temporarily to make sure that the spaces are divided evenly. Then lay on the front and put under pressure.

A Necessary Precaution.

Great care must be taken not to get too much glue on the centre section, for if you do it is liable to get in the slide section and cause trouble. Do not leave the slides inserted all the way, just insert them a little so that the opening will not be pressed down enough to prevent free insertion of the slides. (See Design No. 4.) Let the card dry thoroughly, then trim the edges neatly with a straight-edge and sharp knife.

After the card is thoroughly dry letter the front with whatever wording you desire and mark out the lettering space on as many slides as you think necessary These may be lettered for nearly a whole

(Continued on page 37.)

The "Satisfied Customer" of the Proverb

If She Is Such a Good Advertisement, What of the Unsatisfied?—Experience to Show There is Sometimes Reason to Enter the Economy of the Slipshod Housekeeper—Sales and Deliveries of a Month Analyzed, Showing That Delivery Alone Was Costing Over 14 Per Cent.

*By Henry Johnson, jr.

The following is a simple narrative of fact, also a narrative of simple fact. There is no embellishment about it. You will recognize this truth as you read, drawing on your own experience for corroboration of what I write.

Early in March we noticed the unusual amount of work we were doing for one customer, and remarked on it. Seemed as if that woman thought that we had nothing to do but send "rush" orders to her and she seemed impossible to please. Just a day or two later she was in and talked to me about our "awful" deliveries. She went into details and I listened patiently, expressing regret that she should not have been more acceptably served. I promised to try hard to do better for her.

Next day a neighbor of hers came in and, in the course of my service to her, she and I jokingly remarked on the failings of grocerymen in general and delivery boys in particular. This was good natured fun; but she became somewhat serious in a minute and said: "But I can tell you one thing, Mr. Johnson, and that is that there is one customer whom you do not serve as much nor as regularly as you might, if you would only treat her a little better—she would be such a good customer for you, too; and that is Mrs. Halliday, across from me." I seriously replied expressing regret again, but saying that I was sure the situation had not been made clear. Then I told a little of our side and she, being a fair-minded woman, said: "Of course, that is a side I have not been told."

Had Her Orders Analyzed.

After Mrs. Devere had gone out I thought of a plan to demonstrate whether we were imagining things or not, also whether Mrs. Halliday had some show of justification for going about in that way complaining of us. So I looked up her March account and here it is, showing size of the order given for each separate delivery and the character of the service demanded:

March 1, First order	$1.36
2nd order	.25
3rd order	.06
Total 3 deliveries—Total Amount,	$1.67
March 3, 1 order	.34
March 4, 1st order	.35
2nd order	.08
Total 2 deliveries—Total amount,	.43
March 5, 1st order	.02
2nd order	.30
Total 2 deliveries—Total amount,	.32
March 6, 1st order	.41
(Marked "Rush")	
2nd order	.04
(Marked "Rush")	
Total 2 deliveries—Total amount,	.45
March 7, 1st order	.93
2nd order	.67
3rd order	.95
4th order	.10
5th order	.20
(One Exchange)	
Total 5 deliveries—Total amount,	$2.85
March 8, 1 order	.68
March 10, 1st order	$1.00
2nd order	.45
Total 2 deliveries—Total amount,	$1.45
March 11, 1 order	.28
March 12, 1 order	.93
March 14, 1 order	.55
March 15, 1st order	$3.55
2nd order	1.97
Total 2 deliveries—Total amount,	$5.52
March 17, 1st order	.25
2nd order	.25
3rd order	.80
Total 3 deliveries—Total amount,	$1.30
March 18, 1 order	$1.02
March 19, 1 order	$1.78
March 20, 1 order	$1.24
March 21, 1 order	$1.33
March 22, 1st order	.87
2nd order	.28
(Marked "Rush")	
3rd order	.45
Total 3 deliveries—Total amount,	$1.60
March 24, 1 order	.53
March 25, 1st order	$1.11
2nd order	.15
Total 2 deliveries—Total amount,	$1.26

Cost of Delivery Alone.

Here, then, is a total bill of less than $25.00 on which we delivered 1st, the goods; and 2nd, 36 separate deliveries, four of which were "Special or "Rush" calls. Figuring moderately, these deliveries cost us not less than 10c each, so we have a charge against this $25 of $3.60 for delivery service alone. That is 14.4 per cent for the one branch of service—to say nothing of all the rest of it, such as rent, and other general store service; for among these orders were several given in person, with plenty of time on the part of the clerk.

Note that four of these deliveries were orders totalling less than the delivery-cost; that one just equalled the delivery-cost; that one was only 50 per cent more than the delivery-cost; and that on ten more the delivery-cost was equal to from 25 per cent. to 33 1-3 of the total.

Just on one day only, the 15th, did the amount of the orders come near to justifying the service

Nature of the Complaints.

Again, this woman has no system and set or fixed time for ordering. Hence one complaint she made, this way: "It provokes me most, Mr. Johnson, to see what happened a few days ago—and it has happened more than once before. I gave my order and half an hour after I saw your wagon go up the street, RIGHT PAST MY DOOR. Then go right back to your store, apparently, and THEN long afterwards, come with my goods."

No use telling her that her order came in after the schedule time for that wagon to leave; that it was heavily loaded with goods which had been ordered on time, so the buyers were entitled to service taking precedence over hers; that it left with that heavy load probably a minute or two after her order came in, and had peddled numbers of orders before she saw it "rush past her door," &c. Yet such was the fact

Explains High Cost of Living.

Now, I have been wondering whether that business paid us any net profit whatever I incline to think that it did not, but that we are living on the surplus earnings of customers more careful and systematic than she. And it appears to me that here is a prolific cause of the much-discussed "high-cost of living." For it is beyond doubt or question that this work must be paid for out of our average receipts, or we shall not be here very long.

What would you have done?

What I did was to remember the axiom of one who was greater than you or I shall ever be—"The customer is always right-"—and I set myself to remedy the difficulty and retain her trade and GOOD WILL.

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*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

New Plan on Trial.

I had asked her to let me call her up at a special hour—any hour that might suit her—every day, but she would not She "did not always know just what she wanted nor when she wanted it." After this talk with her and the subsequent investigation I tried again, telling her that I wanted her to do it as a favor to me, so that I might hope to render good enough and prompt enough service to her. You will note that I said nothing about my side of the deal. I put it all on a plea of being able to SERVE HER BETTER. You must put it on that score or you will get nowhere.

She finally complied with my request and now I call her up every morning. I do not think I get more of her trade, but I think I get it with less costly work. I shall try it out in a month or so again, and determine wheteher I am or am not ahead of the game

How does it all look to you?

RETAIL MERCHANTS DISCUSS MANY PROBLEMS.

(Continued from page 22.)

see advantages in your window you are going to get some of their trade. The man who conducts his business properly nowadays, who gives good goods, adequate service, quick delivery—a little better than the other fellow—other things being equal, is going to get his share of the trade of his district."

The Cost of Living.

Mr. Blain has strong convictions on the High Cost of Living. "I sympathize with the retail grocers," he said, "who are being blamed for the high cost of living which is due solely to the economic conditions of the present age. The average person does not look into these conditions. There are a lot of blatant people crying aloud without knowing. Conditions to-day demand superior service. There are a large number of proprietary articles on the market because people want them, and it costs money to manufacture and market them. The people want much better service. They used to carry home their parcels. Now a 10 cent purchase often has to be delivered a couple of miles. In figuring general cost this all must be added in

"The amassing of people in villages, towns and cities increases the cost of living. It gives the farmer better markets for his produce and he takes what profit he can get. Some farm products have increased a couple of hundred per cent. in price in recent years. Local markets create demand and naturally raise prices. The unprejudiced thinking person cannot come to any conclusion other than the economic conditions of the age is the cause of the high cost of living."

Must Give to Get Support.

Coming to the Co-operative Societies, Mr. Blain stated that of course, a wholesaler had the right to sell to whomsoever he chooses as one of the retailers had stated. "But," he added amid applause, "a wholesaler has no reason to expect retailers to buy from him if he does not help them in return. There are cases where a number of consumers get together for buying purposes, and they write and ask me, and others I suppose as well, for catalogues of wholesale prices. The wholesaler has the right to sell them, but would that be fair business? I always reply stating that it is not fair for a man to sell to consumers and at the same time sell to retailers who have been supplying them.

HANDLING DONATION REQUESTS.

The following is an announcement gotten out by the Toronto Branch of the Retail Merchants' Association for distribution among members, the object being self-evident:

NOTICE

Owing to the large number of applications that are made upon us from time to time, all requests for donations, or for the sale of tickets or contributions of any sort or for advertising in programmes, etc. ,are referred by us to the

EXECUTIVE BOARD
of
THE RETAIL MERCHANTS' ASSOCIATION OF CANADA
of which we are members.
Toronto Branch.

Buying From Home Merchants.

"Some time ago," said Mr. Blain, "The Canadian Grocer ran an article covering the reasons why consumers should purchase in their home towns and whenever I reply to a communication asking for a catalogue, just to rub it in, I send along a reprint of this article." (The article in question is reprinted on the editorial pages of this issue to refresh the memories of those who read it last year, and so that new readers may appreciate better Mr. Blain's remarks.)

"There is not a profession or a business interest or a labor union that would permit another class to jump in on their work apart from a retail merchant. Why shouldn't the grocer's interests be defended? The reason is you are not big enough yet. You ought to have an organization from one end of Canada to the other. We have no objections to labor unions. These are necessary to the welfare of the labor men and the fidelity and loyalty they show for their unions should be an inspiration for you. If these co-operative stores get large enough they will start wholesale and manufacturing establishments. They are not in the general interests of the community; many of the men at the head have had little or no business training. We cannot afford to have two channels of trade, and for my own part we do not propose to sell such stores. Wholesalers and retailers should resist them because our interests are indentical. One cannot get along without the other and if there are any differences between us they should be brought before both sections of the trade for adjustments. There shouldn't be any advantage taken one over the other for that only drives us farther apart."

In reply to further questions Mr. Blain cautioned against trespassing on the criminal code that would involve restraint of trade. It was his belief that the matter could be worked out satisfactorily without doing so. A vote of thanks was enthusiastically carried on his behalf.

For Fire Prevention.

"Whereas the Ontario Fire Prevention Association have asked this Association to co-operate in lessening fires," it was decided to ask the executive to act as it deemed advisable.

Still another resolution dealt with a small debt court. At present as every dealer knows, it is difficult to collect a small debt at a Division Court and have any money left when costs are paid. This resolution gave the executive power to interview County and Division Clerks' Associations with a view to discussing the matter and to arrange if possible something more satisfactory.

Election of Officers.

The officers for 1913-14 consist of the following:—

President—E. C. Matthews, grocer, Toronto.

1st Vice-President—B. W. Ziemann, Preston.

2nd Vice-President—G. B. Ryan, Guelph.

Treasurer—Neil Cameron, Peterboro.

Secretary—E. M. Towern.

Representatives to Dominion Board, E. C. Matthews, B. W. Ziemann, Neil Cameron, A. Wesloh, and the Secretary.

Representative on the Toronto Exhibition Board from Ontario Board—H. Watters, druggist, Ottawa.

M. Moyer, who has been treasurer for several years and who sent in his resignation, was made an Honorary Member of the Association.

Two Sides to the Proposed Bulk Sales Act

Secretary of Retail Merchants' Association and Member of Parliament Who Introduced the Measure Express Their Views—Would It Be a Hardship to the Honest Trader?—Nature of the Bill Explained.

Ontario retail merchants are greatly interested in, and divided in opinion on, the question of a Bulk Sales Act. Whether this would work to the detriment or otherwise of the honest trader who wants to sell his business is the problem to be solved. Some hold to the opinion that a Bulk Sales Act, such as that thrown out of the Ontario Legislature recently is obnoxious in any form, whereas others think that such an act would not injure an honest seller and would ameliorate those conditions in a town which now follow the absconding of a dishonest man who sells his business and disappears, leaving creditors unpaid. Herewith are two opinions. One is that of the Secretary of the Retail Merchants Association, the other that of the Member of Parliament who framed the bill, each widely divergent.

A. C. McMaster, Esq.,
Solicitor,
The Credit Mens' Association,
Toronto.

Dear Sir:—In response to my promise to place in writing our objections to Bill No. 169, "An Act Respecting the Purchase, Sale and Transfer of Stocks of Goods in Bulk," we desire to say that we deem it better to deal with the general effect that the Bill, as at present drafted, will have upon the retail trade rather than take it up clause by clause. The motive for the bill seems to be an endeavor to attempt to secure through legislation some means to prevent retail merchants who have creditors, from selling out their businesses, or dealing with the equity that they have in their businesses, without the consent of any or all of their creditors, to whom they may owe more than fifty dollars.

In the first place we claim that the proposed legislation is inconsistent, inasmuch as it discriminates between the actions and the intentions of the large retail creditors, and the small ones, and it endeavors to fasten a law with regard to the disposition of merchandise, or one class, and it allows other classes to dispose of their property as they may deem proper. In this sense it is class legislation.

The Question of Character.

The basis of all credit for centuries, and for all times to come is character, and this proposed legislation seems to be an endeavor to overlook or neglect the character of the debtor, and by means of legislation it proposes to make all men honest.

In a recent statement made by J. P. Morgan before the Pujo inquiry, he said, "I know lots of men—business men, too —who can borrow any amount, whose credit is unquestioned, because people believe in the man." "I have known a man to come into my office and I have given him a cheque for a million dollars when I knew he had not a cent in the world. Commercial credits are based on the possession of money or property, or character: **The first thing is character.** A man I do not trust would not get money from me on all the bonds in christendom. I think that is the fundamental basis of business."

The object of this Bill seems therefore to be, to take chances on character, when goods are being sold, and credit obtained; but to take no chances on character when the goods which were sold on credit and based on character are to be sold in "Bulk."

All honest retail merchants are in full sympathy with any movement that will prevent fraud and deception, but this Bill assumes that all retail Merchants are dishonest, and if it is made law it will place a tax, in the way of a trustee's commission, on every one thousand honest retail men, in order to set a trap to endeavor to catch one thief.

Quantity of Fraudulent Sales.

As to how far fraudulent sales have taken place among the retail trade we are not prepared to say, but we know of very many cities and towns where nothing of the sort has occurred for over twenty-five years. If the evil is increasing, the cause may lie with the wholesalers and manufacturers giving credit where credit should not be given.

On the other hand, if the evil of fraudulent selling, with the intent to defraud creditors, is increasing, it certainly does not reflect on the ability of the administrators of our Criminal Law, and we do not think that anyone can charge them with being neglectful of their duty.

The whole measure—judging it from our view-point, is lop-sided, and it has been framed with perhaps good intentions, but with a sad lack of knowledge of the conditions of the retail trade. According to its provisions, it would be a criminal act, for any retail merchant who had creditors, to sell his entire stock out, in one sale, without their consent; but to sell it out in piece-meal and in individual articles, and at bargain sales, and demoralize the retail prices in a community, it would be perfectly legal.

Then again, if this Bill becomes law, and the wholesalers feel that they are safe under it—and we think they will not be as safe as they think—it will be the means of producing an army of wholesalers and jobbers, and greatly stimulating the extension of indiscriminate credit, and price-cutting and price demoralization will be worse than ever, to the detriment of the legitimate, honest retail trade, many of whom are struggling hard to pay their wholesale accounts.

Another strong objection we have to the Bill is that it will prevent an honest retail merchant who has creditors, selling his business to any advantage to himself. Though sickness or other cause a merchant may advertise his business for sale and his equity may be forty per cent., the other sixty per cent. he may owe to his creditors. A purchaser under the proposed Act may lead him on with the promise to buy until he received a list of his creditors, and having this in his possession, he would immediately have a club whereby if he so desired he would force the merchant to come to his terms and the result may be the wiping out entirely of the equity, as well as the good-will, and perhaps a valuable lease of the property.

Conference Suggested.

We feel certain that the intention of the promoters of this Bill is to endeavor to overcome an evil in the trade, but as the Bill is now drafted the remedy is worse than the disease, and we would again strongly urge that a committee from all those who are interested in this Bill get together and endeavor to prepare a measure that will be satisfactory to all.

Speaking for our Association we will be pleased to do our part on such a committee, and we hope that you will ask that the Bill be withdrawn this session, otherwise we shall strongly oppose it.

Remaining
On behalf of your Executive Board,
Yours Truly,
E. M. Trowern, Secretary.

Editorial Note.—The above letter was read at the convention of Retail Merchants' Association last week.

* * *

Opinion of the Framer.

In order to present both sides of the question. The Canadian Grocer asked W. D. McPherson, M.P.P., who drew up the Bill, for a statement as to its purpose. The following letter was received in reply:—

Dear Sir:—Replying to your letter of yesterday, I have pleasure in handing you herewith a copy of the Bulk Sales Act as introduced by me at the recent Session of the Legislature.

Although the Act consists of a considerable number of sections, yet practically the sections which are the keynote to the Act are Nos. 3, 4 and 5.

Section 3 requires that the intending purchaser shall, before closing the purchase, receive from the intending seller a statement in writing containing the name and address of each of the seller's creditors exceeding $50.00, and which statement is to contain the amount for which the seller is indebted to the creditor.

Section 4 provides that if the intending purchaser fails to obtain the statement before completing the sale then the sale shall be deemed void as against the creditors of the seller.

Section 5 provides that the intending purchaser shall pay the purchase money or sufficient thereof to satisfy the claims of the seller, (or if the sale is not for cash, then shall deliver his note or security therefor) into the hands of the trustee for distribution among the creditors of the seller and the same shall be distributed as provided by the Act. The person who is to be the trustee may be either the sheriff of the county or district in which the stock is located at the time of the sale, or any trust company carrying on business in Ontario; or any person appointed by the seller with the consent in writing of the creditors representing fifty per cent. in value of his creditors.

The Bulk Sales Act would relieve the purchaser from all responsibility of seeing to the payment of the creditors of the seller, and would also relieve the seller from all responsibility which would be undertaken by the trustee, and the Bill expressly provides that the trustee's charges are to be paid by the creditors and not by the debtor.

No argument has ever been adduced from any quarter, to show that the Bill would create a hardship to a dealer who either wanted to purchase or sell goods. Most of the opposition to the Act, I am satisfied, has come from persons who did not fully understand its provisions.

If there should be any further information you desire, I shall be pleased to hear from you.

Yours Sincerely,
Wm. D. McPherson.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from Canadian Grocer of May 12, 1893:—

"The evils existing in the grocery trade are mostly from within. Some of them will probably never be eradicated, but it is within the power of the trade to control, if not remove, most of them. Every merchant can refrain from the indiscriminate giving of credit, and by associated effort, much can be done in the direction of minimizing the evil of unfair competition and clipping the wings of dead-beats and bad-paying customers."

Editorial Note.—Here is a little bit of advise taken from The Grocer twenty years ago which is just as applicable to-day as then. Trade evils, evidently, we shall always have with us.

* * *

"The London Retail Grocers' Association wrote asking the co-operation of the Toronto Association in bringing influence to bear on the Government to repeal or amend the act so that the salary of civil service employees may be attached or garnished; also regarding the Pharmacy Bill now before the House "

Editorial Note.—This is an extract from the report of the Toronto R. G. A. regular meeting. D. W. Clark, president then and now presided at the meeting.

* * *

"How few grocers there are who take the trouble to obtain the first name of their customers, and how many there are who fail to charge the items on their day-books, contenting themselves with the fact of having entered them on the cash-book of the customer. Many grocers keep no cash or invoice books and, in fact, if it was to come to the point, could not prove anything about their affairs "

Editorial Note.—Since the time this was written, great advances have been made in book-keeping methods of retailers, so much so that the above would have to be considerably amended if it were written from standpoint of the present.

◆

A grocer tacked upon his door a bit of paper; this it bore, "Boy wanted! At the desk apply; pay sure—at first not very high." Within two days, at early morn, a grocer baby boy was born. His little brother, wild with joy, said to his father: "Here's your boy! Take down the notice on the door, for you won't need it any more." Then added this: "We've got a prize!! Now don't it pay to advertise?"

DRIVING AWAY BUSINESS

Here is a new man in the trade. He has opened a grocery store, but has made the mistake of having the store and warehouse all in one.

STORE KINKS

Ideas Helping to Build Up Business. *Time Savers and Good Money Makers.*

DEVICE FOR SHOWING PICKLES.

"As the average housekeeper does not put away a stock of sweet pickles sufficient to meet the requirements, a good pickle trade can be carried on by the grocer throughout all the warm weather." Following up this idea, A. J. Groom, of Guelph, Ont., attempts to catch the pickle trade chiefly through attractive displaying of pickles. For this purpose he has introduced kegs supplied by manufacturers, into the top of which fit porcelain basins covered with glass tops and provided with glass ladles. Pickles in vinegar in the basins display the quality, and supplies can be drawn from the keg after lifting out the basin.

"People have often remarked how clean and fresh my pickles are," states Mr. Groom, "and I have little doubt that many of my sales are due chiefly to this method of displaying them. They are certainly cleaner and more attractive looking than when shown in the old way in pails or crocks."

* * *

WHERE LOCATION MEANT MUCH.

Does the average retailer who contemplates moving to a new district give proper attention to the side of the street on which he will locate? If we knew all, we would probably find that many a dealer has been forced to the wall simply because he was not shrewd enough to get on to the proper side of the street. Others pay particular attention to this feature, and find it pays to be careful.

A case in point, so far as the latter is concerned, may be found in St Thomas, Ont. When D. Boyce first decided to locate on Ross Street, he was asked by the owner of the south-west corner to make his stand there. Mr. Boyce told him "No." Not if he built a store there and allowed him the use of it free of rent for ten years would he open a grocery store on that corner.

Mr. Boyce did locate on the north-east corner. By referring to the accompanying cut his reasons will be found. The railway track runs east parallel to Talbot Street (the main street in the city) for some distance, cutting off north and south streets to the east, which otherwise would run into Talbot. Residents, therefore, to the east and south of the Boyce store must come out to Ross Street to get down town. They naturally take the first opportunity to get to the main street, so that they travel the right hand sidewalk which runs past Mr. Boyce's store to Talbot. Ross Street runs under the tracks.

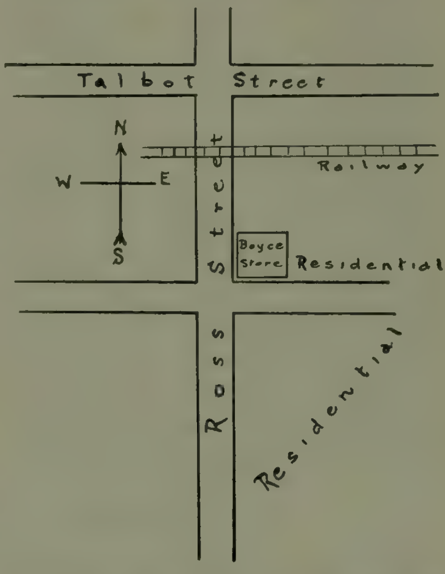


Diagram showing why a St. Thomas retail grocer chose a particular side of the street.

Assisted thus by the geographical nature of the district, it was easy to get a good percentage of the passing public to come into the store. A substantial business has been built up, and the majority of it is attributed to the choice of the site.

* * *

DISPLAY BOX FOR VEGETABLES.

For keeping greens, such as lettuce, parsley and watercress, fresh and crisp while on display, a rather original idea has been followed out in the Geo. Williams store, Guelph, Ont. These are arranged in a glass-covered box of about 4 or 6 inches depth and placed on the front counter right opposite the street door. The glass cover, while keeping out all dust, also keeps any moisture within the box, thereby maintaining freshness and crispness in the vegetables, and the shallowness of the box also tends to promote neat and artistic arrangement.

"This has increased our sales of these vegetables fully 75 per cent.," states Mr. Pears. "We are firm believers in display, both outside and inside. When weather permits we always have a stand just outside the door showing celery, apples and imported fruits of various kinds. And as compared with days when we cannot put this stand out our sales are practically doubled. Any little kink for displaying to better advantage fresh fruits and vegetables we have found a highly profitable investment."

Developing the idea even further, J. R. Pears, manager of the grocery department, has considered lining the bottom of the box with sheet metal so as to allow liberal sprinkling of water. Water can be applied now, but only in small quantities to prevent dripping through on to the counter.

Where the next convention is to be held was left to the executive.

* * *

WOODEN TRIANGLE FOR DISPLAYS.

The season for selling aerated and mineral waters is here again, and the best means of showing these lines should be made a problem for close study. Jas. Osborne, a Hamilton, Ont., dealer, not long ago had a splendid selling window of bottled waters, the feature of the display being a triangular contrivance with holes, through which the necks of the bottles protruded. This was made of wood with a rounded edge, the little triangles of wood being of different sizes. Four or five bottles were placed on the floor of the window and a triangle fitted over them, the necks of the bottles coming through the holes. On top were more bottles and a little smaller triangle of wood over them again, and so on until some of the pyramids were four or more feet high, the bottles becoming smaller the higher they went.

Mr. Osborne stated that this display was the means of selling considerable of the various waters.

Current News of the Week

Quebec and Maritime Provinces.

J. R. Greer, grocer, St. John, N.B., is succeeded by B. A. Greer.

H. Laporte, of Laporte, Martin, Ltd., Montreal, has left for Atlantic City on an extended holiday.

The foundations for the new sugar refinery in St. John, N.B., are expected to be complete in about five weeks' time.

Hon. T. P. Pelletier, general merchant, and father of Hon. Mr. Pelletier, Postmaster-General of Canada, died at Trois Pistols, Que., recently.

W. R. Spooner, manager North Atlantic Fisheries, Ltd., Montreal, has returned from a business trip to Halifax, N.S., where the headquarters of the firm are located.

The Snap Co., Ltd., Montreal, have moved from 164 St. James Street to 284 Lagauchetiere Street West (the Unity Building), in which they have more commodious show rooms and offices.

The firm, Laporte, Martin & Co., will be known in future as Laporte, Martin, Limited. The directors are: H. Laporte, president; J. Ethier, vice-president and manager; H. Delorine, secretary; W. Imbleau, treasurer. L. A. Delorine is also on board of directors.

Ontario.

W. J. Powell, grocer, St. Thomas, Ont., has sold his business.

Wm. Malcolm, grocer, Toronto, Ont., has sold to T. H. Dodds.

Jas. Gowans, a Sarnia, Ont., grocer, has sold to A. Humphreys.

S. Gibson, grocer, Ottawa, Ont., has been succeeded by F. S. Bonsall.

The Knechtel Grocery Co., Stratford, Ont., are succeeded by F. H. Elliott.

Jno. Diprose, grocer, London, Ont., has disposed of his branch store on Richmond Street.

Walter H. Kidd, general merchant, Indian River, Ont., was in Toronto last week on a buying trip.

Bert Bond, sales manager of Medlands, Ltd., wholesale grocers, Toronto, has gone to Collingwood to act as salesmanager for Telfer Bros., Ltd.

Branches of the Retail Merchants' Association were organized last week in Aurora and Newmarket, Ont. The officers will be selected later.

Owing to a fire in Englehart, New Ontario, on Sunday, the town was left without a single grocery store. The entire business section was destroyed.

The stock of C. A. Burnside, grocer. Iroquois, Ont., was partially damaged last week by smoke and water; while C. G. Reester, grocer, of the same place, was burnt out altogether.

D. A. Cattanach, of Fingal, Ont., has sold his grocery and general stock and store to Mr. Bunons, of St. Thomas, who will continue the business. Mr. Cattanach will remain in Fingal.

Jno. Sloan, Sr., of John Sloan & Co., wholesale grocers, Toronto, is enjoying a trip through Scotland. Fred Sloan, his son, has recently gone back with the firm, and will act for them as traveling salesman.

W. F. Hogarth, grocer, Fort William, Ont., has sold to McLaurin & Dow. Mr. Hogarth has been 19 years in business in Fort William, and is the last of the "old-timers" to turn his business over into new hands.

Melvin Gayman & Company, of St. Catharines, Ont., propose to establish a canning and preserving factory at Dunnville, Ont. An option on a three-acre site has been procured, and a joint stock company is being organized.

The death occurred recently of Robert Johnston, of Johnston & Moffatt, London, Ont. Mr. Johnston had been in the grocery business for 20 years. Mrs. H. English, wife of H. English, grocer, London, also passed away last week.

Wm. B. Okie, assistant sales manager of The Welch Grape Juice Co., Westfield, N.Y., accompanied by C. W. Moulton, one of the salesmen of the company, were in Toronto and Hamilton during the week arranging for representation in this field.

H. G. Morrow has been appointed by Dane & Hortop, manufacturers' agents, Toronto, manager of a Hamilton, Ont., office, which they are opening in the Ambitious City. Mr. Morrow has for some months been connected with the advertising staff of The Canadian Grocer.

C. C. Mann, the Ontario representative of C. H. Catelli, macaroni manufacturers, Montreal, announces on behalf of the firm that their new plant, which has been under process of erection since fire in February, will resume operations next week. The size of the new plant is being greatly increased.

F. E. Robson, of F. E. Robson & Co., Front St., E., Toronto, was in Lindsay over Sunday last to see his father, W. M. Robson, who underwent a critical operation that day. Mr. Robson, Sr., has been in the grocery business in Lindsay for some thirty years, and has many friends in the trade who will hope for his recovery.

At the annual meeting of the Brockville Cheese Board held on May 2, Chief Dairy Inspector Publow, in his address, advised the makers to turn out a product with good body, so as to ensure better keeping qualities. He also advised the holding of cheese by the manufacturer for at least ten days before shipment and called attention to shipping of cheese which was too green, spoiling the reputation of the manufacturer. Speaking of the market situation, Mr. Publow advocated the continuance of butter-making until the middle of May, owing to fairly heavy stocks of old cheese now held. This he claimed would give an opportunity to get rid of all surplus stock before the new make would be ready for sale.

Western Canada.

The Ogilvie Flour Mills Co., Ltd., suffered slight loss by fire in Gretna, Man.

The Farmers' Store, Forward, Sask., has purchased the general store business of W. H. Vernon.

The Deep Sea Fisheries Co. is the name of one of the latest wholesale fish companies to start up in Prince Rupert, B.C.

The grocery business operated by Thompson Bros., Weyburn, Sask., has recently been purchased by The Ideal Grocery Co., of which W. H. Farrell, formerly of Prince Albert, is supposed to be the head.

At the first annual banquet of the Manufacturers' Section of the Calgary, Alta., Board of Trade, R. J. Hutchings, who presided, referring to the progress of manufacturing in the West, predicted that in the next 25 years, the bulk of the manufacturing in Canada would be done in the West, just as has happened in the United States where the biggest manufacturing industries were located in the Middle Western States.

Sir Thos. Lipton, who visited Canada last fall, was so impressed with the country that he has sent Thomas Crane from the head office to make a careful investigation of conditions here. Mr. Crane is now in Winnipeg, but will go to the Coast before returning to Toronto, the Canadian headquarters. The idea of his trip is simply one of enquiry, that the firm may be in a position to take the best advantage of opportunities which the Dominion offers.

Sugar Steady; Molasses Firm; Nuts Advance

Indications of Advance Predicted in Sugar Are Now Not so Marked as Few Weeks Ago—Advance of ½ Cent Has Been Made on Evaporated Apples in Toronto—Will be Surplus in Some Lines of Canned Goods.

QUEBEC MARKETS.

POINTERS:—

Sugar—Holding steady.

Teas—Advance on primary markets.

Cottonseed Oil—Up to 95c and $1.10.

Montreal, May 6.—Grocery market this week is devoid of any interesting features, and few prices have been changed during week. The demand for all lines of groceries seems a trifle dull this week, possibly owing to the weather conditions.

Cottonseed oil has advanced to 95c to $1.10.

A despatch from Boston, Mass., states that buyers for the large department stores there are commenting upon the fall in wholesale prices. They say prices are breaking all along the line, and never before were they able to buy summer goods at this season of the year at such cuts; in some instances as much as 50 per cent. under previous prices. They do not know whether this is due to money or the tariff agitation.

SUGAR.—Sugar seems to be on rock bottom as far as prices are concerned, and even though market on raw sugar has been fluctuating considerably of late, local refiners are indifferent to its influence. The sugar market at present is firm, and with preserving season looming up large on the horizon it appears to be good buying weather. Demand at present is steady.

Granulated, 20-lb. bags	4 60
Granulated, 5-lb. cartons	4 80
Granulated, 2-lb. cartons, per cwt.	4 80
Granulated, Imperial	4 35
Granulated, Beaver	4 35
Paris lumps, boxes 100 lbs.	5 25
Paris lumps, boxes 50 lbs.	5 35
Paris lumps, boxes 25 lbs.	5 55
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 90
Extra ground, 50-lb. boxes	5 10
Extra ground, 25-lb. boxes	5 30
Powdered, bbls.	4 70
Powdered, 50-lb. boxes	4 90
Powdered, 25-lb. boxes	5 10
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	4 10

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Situation is practically same as reported last week. There have been some interesting developments during past week. A sale of 1,000 puncheons at $36.80 has been reported, but sales at 36c have been more numerous. Average price seems to be 36½c to 37c, and there is still a difficulty in getting buyers and sellers together.

The "Sylvia" arrives this week with 3,780 puncheons on board and about 50 tierces and 50 barrels. Another ship load will arrive in two weeks. There seems to be a growing weakness in market, possibly owing to deliveries arriving. There also seems to be a general price cutting among sellers. On the other hand, it is stated that American dealers are buying more molasses than usual, which will have its influence later on in this market. The sale of the 1,000 puncheons stated above was to an American dealer.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP.—Maple syrup and sugar situation is same as quoted last week. Prices are unchanged under a good demand and ample supplies.

Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUIT.—Dried fruit market is weak, with exception of prunes, which are rather firm. There is no change in prices, and demand is improving.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—There is no change in local tea market as regards prices. There has been quite a little demand from United States, and several large shipments have been made during past week. Cables from Japan advise that all grades of Japan tea selling over 30c have advanced from ½c to 1c per lb. The quality of the new crop is exceptionally good.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 35
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—Coffee market is devoid of interesting features this week, and prices are unchanged. Demand is improving a little, and a large volume of business has been transacted this week than last.

Mocha	0 28	0 29
Rio	0 21½	0 23½
Mexican	0 25	0 28
Santos	0 24	0 25
Maracaibo	....	0 27
Javas	0 30	0 40

SPICES.—Jamaica ginger, whole, is selling at 17c to 20c per lb. White pepper, whole, is selling at 25c to 27c, while whole black pepper is bringing 15c to 17c. Other spices are unchanged under an improved demand.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Prices are unchanged under a steady demand. Demand for rice is general throughout country, and is not confined to any one section. Tapioca is selling well at same prices as quoted last week.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¾	0 06
Seed, lb.	0 05	0 06

NUTS.—Demand for peanuts is increasing with advent of the push cart and the ball game, but generally market is dull and uninteresting.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS,—

Sugar—Holding steady.

Molasses—Market firm.

Prunes—Primary market firmer.

Evaporated Apples—Up ½ cent.

Nuts—All tending upward.

Toronto, May 8.—Trade conditions during past week have been rather better than for some time. Dulness continues to prevail, but difference between this and other years is not so marked as heretofore. With every prospect for fine growing year and good crops, and war scare for the moment easing up, money market has taken an easier turn, and collections somewhat improved, though those who have outstanding accounts find enough difficulty even yet to get in any payments.

SUGAR.—Sugar market at present is a very difficult market to fathom. United States is awaiting the action on the tariff which will undoubtedly have marked effect on sugar situation. The conclusion of the West Indian Treaty now under discussion in Ottawa is also likely to effect Canadian markets. In the meantime, war in Europe being not quite so probable, is tending to loosen up money and encourage trade. Another big factor is the fact that fruit season both in Canada and the States is opening up two weeks earlier this year than usual. Thus consumption increasing as a result of this would tend to put prices up.

All these conditions are being brought to bear on sugar market at present. What the outcome will be is doubtful. Locally dealers expect a steady market, and have almost ceased looking for an advance. This, however, does not indicte an immediate decline. So far as can now be judged market is likely to hold steady.

A year ago, extra granulated in bag lots which is to-day quoted at $4.60 sold at $5.45, a difference of 85 cents.

Extra granulated, bags	4 60
Extra granulated, 20-lb. bags	4 70
Extra granulated, 5-lb. cartons	4 90
Extra granulated, 2-lb. cartons	4 90
Imperial granulated	4 45
Beaver granulated	4 45
Yellow, bags	4 20
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	5 00
Extra ground, 50-lb. boxes	5 20
Extra ground, 25-lb. boxes	5 40
Powdered, bbls.	4 80
Powdered, 25-lb. boxes	5 20
Powdered, 50-lb. boxes	5 00
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 35
Paris lumps, in 50-lb. boxes	5 45
Paris lumps, in 25-lb. boxes	5 65

SYRUP AND MOLASSES. — This week some molasses firms are cutting out discounts to wholesale trade altogether. This in itself would indicate higher prices. Choice molasses have been practically all taken by Newfoundland trade, and to take their place fancy are being brought forward. Though several advances in these have already been made a further rise would not be surprising. Following the higher grades an advance on lower brands is expected before June 30.

Maple syrup is moving very freely and maple sugar now on market is passing out in large quantities.

		Per case.
Syrups—		
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50

DRIED FRUITS.—Evaporated apples are this week firmer to extent of about ½ cent, owing to stocks having been placed in cold storage. Pending this advance, buying was fairly heavy. A few cars still remain out, but most of stock has been put away for summer.

On primary market prunes are stiffening up, and corresponding firmness is noted here. Hallowee' dates are now practically off market till season again opens.

Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	....	0 08
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Tapnets	0 04½	0 04
Bag figs	0 05	0 07
Fancy box figs, according to size	0 08½	0 15
Evaporated apples	0 06½	0 07
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½

TEA.—Market steady, prices unchanged is the gist of cable received Wednesday from London. Fine teas are in such great scarcity that dealers find difficulty in securing goods to meet demands of their trade.

COFFEE.—Mild coffees, such as trade generally demands hold firm on primary market at last week's prices. Cheaper grades have been fluctuating somewhat, but difference is not great enough to warrant any change in local prices. Declines may follow in poorer grades, but on milder prices are expected to continue at about present basis.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Market generally is rather firmer. Advance anticipated in nutmegs has not yet permanently taken place, although prices have been fluctuating somewhat. Peppers continue firm. Gingers are maintaining pretty well, but if anything are a little easier. Prices on these rule about 1 cent less than year ago. Cloves are easing off, but no marked change will be made before October.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—On primary market Patna rice has gone up about ⅛ cent per lb., and corresponding advance has been made here. Tapioca holds firm at level reached last week.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—All nuts are tending upward. The following advances per lb. have been made during past week on primary market; brazils 1½c; peanuts, in shell ¼ c, shelled ½c; almonds, valencia shelled, 2c; filberts ½c. Brazils, now coming in, are likely to rule high all season. One dealer predicts for this fall the highest prices in 5 years. Peanuts are going rapidly up and are likely to be even higher than present level. Owing to scarcity and high prices of peanuts usually used, an effort is being made to introduce new lines such as Chinese, Japanese and African peanuts.

In shell—	Per lb.	
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 16	0 17
Brazils	0 13	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	....	0 25
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

BEANS.—Very few Canadian H. P. are now to be found on market, and importation of Austrian H. P. has also almost ceased. Demand if anything has slightly increased, but little change is noted.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.	....	2 60
Austrian, mixed, per bush.	....	2 40

MANITOBA MARKETS.

POINTERS:—

Syrup—Advanced 10c.

Coffee—Reduced ¼c.

Winnipeg, May 7.—(Corrected by wire).—There is little change in the situation here since last review. Business is fair, but large orders are few. There is no inclination to stock up heavily, and from now on much will depend on crop prospects.

Collections are slow, but wholesalers seem confident that May will show an improvement over April in this respect.

The industrial situation is satisfactory, and there is a good demand for all classes of labor at remunerative wages.

Prices on all staple lines are steady. There has been a seasonable demand for housecleaning specialties, and canned goods, jams and dried fruits, have been in fair demand.

SUGARS.—The market is steady at the reduction reported last week. Stocks are now ample to meet requirements.

Extra standard granulated, per bbl.	5 10
Montreal yellow, per bbl.	4 70
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 65
Powdered, per barrel	5 45
Lumps, hard, per barrel	5 95

Sugar in sacks, 5 cents less.

SYRUPS.—Some brands of corn syrups have advanced 10c. Maple syrup is unchanged, and is in good demand. Molasses has not been affected here by changes in East.

2 lb. tins, per case		2 23
8 lb. tins, per case		2 63
10 lb. tins, per case		2 51
20 lb. tins, per case		2 62
Barrels, per 100 lbs.		3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Dried fruits are reported to be in fair demand. Advices from the Mediterranean are not encouraging as to the prospects of currant crop. Prunes are unchanged at low figure.

Prunes—	Per	lb.
90-100s, 25s, s.p.	....	0 06
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06½
50-60s, 25s, s.p.	....	0 07½
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEE AND TEAS.—Rios are down ¼c to ½c, and Brazilian coffees generally may be regarded as weaker, but any substantial reductions cannot be regarded as probable.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Trade in nuts is beginning to pick up a little, but is far from active. Brazil nuts are likely to be scarce and dear, the crop having been about 80 per cent. below average.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Prices unchanged, with a fair average demand.

Beans—		
Hand picked	....	2 35
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	3 45
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

WINNIPEG.

PRODUCE AND PROVISIONS.—Mess pork has been advanced $1 per barrel, and creamery butter is a little easier. Butter generally should go down a little during next two weeks, as supply of cream is rapidly increasing. Cured meats and lard are steady, with an average demand.

Lard—		
Tierces, per lb.	....	0 13¾
1 lb. bricks	....	0 16
50 lb. tubs	....	7 00
20 lb. pails	....	2 85
10 lb. cases	....	8 70
50 lb. cases	....	8 80
30 lb. cases	....	8 85
Cured Meats—		
Hams	0 17	0 20½
Bacon	0 20½	0 24
Shoulders	....	0 15½
Long clear D. S.	....	0 15¾
Mess pork, bbls.	....	27 00
Butter—		
Creamery	0 35	0 37
Dairy best	....	0 28
Dairy, No. 1	0 20	0 21
Dairy, No. 2	0 16	0 18
Eggs—		
Manitoba, per doz.	0 18	0 19
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

WINNIPEG.

FLOUR AND CEREALS.—There is a very fair domestic trade in flour, but the export trade continues very quiet. Wheat prices are advancing, and flour may go up a little in sympathy. Oatmeals are steady.

Flour—		
First patents, per bbl.	....	5 40
Second patents, per bbl.	....	4 80
First clears	....	4 00
Lower grades	2 80	3 00
(Jute bags, 10c per lb. less.)		
Cereals—		
Rolled oats, 80 lb. sacks	....	1 65
Standard granulated, 98 lbs.	....	2 15
Cornmeal, sack 98 lbs.	....	1 75
Wheat granules, 16-16s	....	3 08

WINNIPEG.

FRESH FRUITS AND VEGETABLES.—Strawberries are plentiful and of excellent quality. Navel oranges are a little dearer, but some exceptionally fine lines are on the market. Pines are easier. Grapefruit a little dearer, and will soon be out. Cauliflowers and celery are high. There is not much native stuff on the market at present.

Strawberries, case	....	4 00
Pines	....	4 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Washington apples	1 75	2 25
Ontario apples	4 50	6 00
Florida grape fruit	5 00	6 00
Naval oranges, case	5 00	6 00
Messina lemons	....	6 50
Australian onions	....	5 50
Egyptian onions	....	3 50
American radish, dozen	....	1 00
Leeks, dozen	....	0 60
American leaf lettuce	....	0 50
Beets, per lb.	....	0 01½
Cabbage, per lb.	....	0 02½
Parsley, per dozen	....	0 40
Head lettuce, per dozen	....	1 75
Carrots, lb.	....	0 02½
Florida tomatoes, case	....	0 60
Swede turnips, per bushel	....	0 90
Green onions	....	0 35
Peppers, per basket	....	1 25
Cucumbers, dozen	....	2 75
Cauliflower, case	....	5 00
California celery, dozen	....	1 25
Parsnips, lb.	....	0 02½
Saurkraut, lb.	....	0 04
California rhubarb, lb.	....	0 08
Imported mushrooms, lb.	....	0 90
Asparagus, case	....	4 00
Spinach, lb.	....	0 15

NOVA SCOTIA MARKETS.

By Wire

Halifax, May 7.—Firm prices prevail in most lines on local grocery markets. Ontario blends of flour are 20c per barrel higher. Egyptian onions are selling at 2½ cents per pound. Shipments of Bermudas so far have been light. Potatoes are easier. Valencia oranges are 50c higher, selling now at $5.50, while grapefruit is down 50c to $3.50. Starting this week bananas are being sold by weight for first time here. They are 3¾ cents per pound. Eggs are in good supply and some dealers quote as low as 17 cents. Receipts of butter show gradual improvement and prices easing off a little. The cheese situation is steady, large being sold at 15 and twins 15½.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Bananas, per lb.	....	0 03¾
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	0 15	0 15½
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 17
Flour, Ontario, 90 per cent.	5 25	5 35
Flour, Manitoba best, per bbl.	....	6 15
Grapefruit, per case	....	3 50
Hams, per lb.	....	0 20
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Onions, Valencias, per lb.	....	0 02½
Onions, American, per bag	....	1 25
Onions, Canadian, per bag	....	1 15
Onions, Egyptian, per lb.	....	0 02½
Oranges, Florida, per case	....	5 50
Oranges, navel, per case	....	5 25
Pork, American clear, per bbl.	....	27 00
Potatoes, per bag	...	1 50
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 00
Turnips, per bag,	....	1 10

NEW BRUNSWICK MARKETS.

By Wire

St. John, May 6.—A few changes have been made in market, but none of any consequence. Business is average and collections fair. Raisin market is interesting and rules stronger through action of brokers cornering market. There is not much buying, but present prices are expected to stay for some time. Yellow-eye beans are slightly higher and cornmeal is 10 cents per barrel higher. Molasses are a little easier. Eggs hold at about same price, with an unprecedentedly good demand for time of year, as during last few years demand was slow. Supply is good all over the province. Butter is a little easier and supply better, owing to pastures opening up.

CANNED GOODS.

TORONTO, May 8.—Better movement has been felt in canned goods during past week. Tomatoes are now expected to be all used up before the new crop. On some lines such as strawberries, raspberries, and cherries particularly, also beans, it is expected that there will be a surplus, causing some stocks to be held over till another year.

◆

SOLVING TICKETING PROBLEM.

(Continued on page 26.)

season ahead and kept in a closed box ready for instant use.

Not Hard to Make.

Upon first reading over these directions one may think that the "slide card" is hard to make, but you should have little or no difficulty at all. Study out the various illustrations above, and when you get the idea you can carry it out very easily. It's worth a try anyway.

* * *

This idea was successfully worked out in one of our Ontario cities some time ago, but it is the first time it has been given to the trade. The Canadian Grocer sees a new era in the "slide card," for the aggressive grocer and fruit man, and appreciates the generosity of Osborne E. Edwards in explaining his new model card in detail and giving it to the grocery trade.

Any person desiring further information re the "Slide Card" will be given it cheerfully by writing to O. E. Edwards, c|o Canadian Grocer.

To JAS. LITSTER, vice-president of the Litster Pure Food Co., Toronto. Mr. Litster was born on May 1, 1863, in Toronto. He has been four years in the present business and formerly was with the Pure Gold Manufacturing Co. for twenty-five years.

To MR. GWALCHMAI, manager of the I.X.L. Spice and Coffee Mills, Limited, London, Ont. Mr. Gwalchmai was born May 6, 1877, in Wales, England. He has been with the company in London for four years.

To W. J. MICHAND, vice-president and manager of Winn & Holland, Limited, Montreal. Mr. Michand was born on May 5, 1871 in Montreal and has been for twenty-six year sconnected with the present firm. Previously for a short time he was with another firm as junior.

◆

ANNUAL PICNIC ARRANGED.

Hamilton Grocers Prepare for Big Outing—Presentations Made—Report of R. G. A. Convention.

Hamilton, Ont., May 7.—(Special.)—The warm weather has already brought on talks about the great grocers' picnic here, and at the last regular meeting of the R. G. A. definite arrangements were made. This year it will be held at Niagara Falls, on Wednesday, July 16. The various committees were appointed, with John Knox as chairman.

Among the features of the evening were the presentations to two retiring grocers, John Forth and Adam Ballantine. The former was made the recipient of a handsome club bag, while Mr. Ballantine received a morris chair. "Bay" Hill and Jos. Kirkpatrick made the presentations, and Mr. Hill read the addresses in a manner all his own, giving one of the most interesting speeches ever made at a grocers' meeting. He recalled the history of the association since its organization, 23 years ago, making reference to the valuable services rendered by the two retiring members during that time. Taken by surprise, both men replied briefly, thanking the members for their kindness, and, although through with the grocery business for the present, at least, they were not to be considered through with the association.

J. A. McIntosh, who acted as delegate from the association to the retail grocers of Ontario Convention in Toronto, reported on the work done, much to the satisfaction of all.

There was a large attendance, due, no doubt, to the fact that the picnic problem would be settled. Ed. Hazell, president, occupied the chair. Upon the conclusion of the regular business, Mr. Knox took the chair, when the picnic committee held a meeting to make preliminary arrangements.

◆

COULDN'T CASH THE CHEQUE.

Galt Grocer's Experience in Which He May Be Loser of $15.

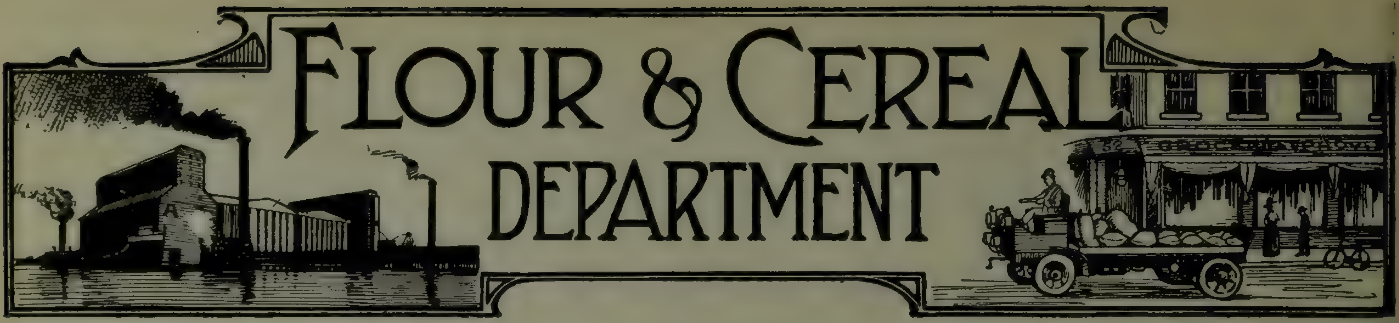
Galt, Ont., May 7.—Here is a case which those familiar with the fine points of law will be interested in. P. Yeats, a grocer in this city, recited the following experience to a Canadian Grocer representative: "Two men formed a partnership—one with money and another with experience—to go into a certain line of business. The man with the experience ran up a bill of $9 with me and tendered in payment a cheque for $15 made out on a certain bank in favor of his wife, or bearer, and signed by both partners. I cashed the cheque, giving the man back his $6 change. That was on a Saturday. On the following Thursday I presented it at the bank, only to be told that the partner with the money, who had also signed the cheque, had stopped payment of all cheques signed by the two men. After I had accepted the cheque and before presenting it at the bank, the customer is said to have disappeared from Galt, and I am out the $15. I am advised that the cheque was held too long, and that I cannot get it cashed at the bank."

This is the substance of Mr. Yeats' case. The question he wants to know is this: Why can he not hold the partner responsible for the cheque which he signed?

As far as The Grocer knows the case has not come before the courts, but Mr. Yeats intimated he intended to take such action.

◆

It is announced in Mission City, B.C., that the Empress Manufacturing Co., of Vancouver, has purchased a site there for the erection of a jam factory, and that its entire plant will be removed from Vancouver.



FLOUR & CEREAL DEPARTMENT

Flour Situation Puzzling to Millers

While Some Firmly Believe That An Early Advance Will Be Made, Others Are Just as Firmly of Opinion That There Will Be No Change for Some Time Yet—Demand for Rolled Oats Rapidly Falling Off—Cornmeal Continues Firm, But Under Light Demand—Mill Feeds Drop Dollar in Montreal.

On Tuesday of this week May wheat sold in Winnipeg at 92⅛c, which is a drop of 1½c from same day week ago. Market has been gradually easing off by fractions of a cent at a time, but in so far as the flour market is concerned is still considered by millers as plenty high enough to warrant an advance in flour.

Now that demand is falling off so rapidly for bran, and with bran tending to be easier, this would go even farther to indicate firmness in flour situation.

Judging from the amount of wheat on hand after what is now in transit and that for which freight has already been taken has been moved out, it would appear that in face of an average summer demand this could easily be all used up. This, too, is another indication of advancing prices.

But while these arguments are put forth, there are those who hold just as firmly to the opinion that flour will not advance. Crop prospects are reported excellent from every section, and with every indication of a good growing year these dealers see no reason for an advance being made at present time.

MONTREAL.

FLOUR.—There is no change in the flour situation here. Prices are being maintained, and are firm at present levels. Demand is steady, with few large orders coming in. Demand seems to indicate that stocks in jobbers' and dealers' hands are not very heavy, and that they are buying as needed.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Warm weather has curtailed consumption of rolled oats and heavy cereals, but has increased demand for prepared cereals. Prices remain same as last week, with market conditions practically unchanged.

Exports of rolled oats from Portland and St. John for the week were 1,300 sacks and 2,517 cases, as compared with 2,975 sacks and 1,225 cases for same period last year.

Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 38
Granulated oatmeal, in single bag lots....	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Owing to curtailed demand the price of mill feeds declined about a dollar a ton this week. Decrease in demand is due to coming of warm weather, when stock is turned out to graze and when the beef cattle and other fatted animals are marketed. Quite a little inquiry for bran has been developed in United States as a result of low prices now ruling here.

Bran, in car lots, per ton	....	18 00
Shorts, in car lots, per ton	....	21 00
Middlings, in car lots, per ton	24 00	23 00
Wheat moulee, per ton	....	25 00

TORONTO.

FLOUR.—Very varied are the opinions expressed this week by millers as to future of flour market. While there are some who believe that in face of good crop prospects all over the country and fine weather rendering the new crop in a thriving condition, flour is not likely to make any advance whatever, there are others who still hold doggedly to the opinion that it is merely a matter of a little time before a fairly substantial advance will be made. The fact that the latter are covering themselves most carefully both with wheat and flour would tend to show how sure they feel to be in the right. One dealer states: "We have been expecting an advance in flour all along, but some of the mills still appear to hesitate." A lot of people have viewed matter simply from standpoint of amount of wheat now in elevators as compared with a year ago, but have failed to take into consideration amount of this that is already booked for shipment and small amount really left.

For winter wheat flour it is stated that brokers have had to pay 10c more per barrel this week than two weeks ago, which would indicate greater firmness on that market. Situation is certainly a puzzling one, but another week will likely unravel many difficulties.

Manitoba Wheat.

1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 80
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS. — Locally millers are scarcely selling half as much rolled oats as six weeks ago. Trade has fallen off to such an extent that many are closing down mills. With warmer weather inquiry is more for cooked breakfast foods.

Probable advance in cornmeal, referred to in last issue, has not as yet taken place. Corn market continues firm, or even firmer than week ago, so that conditions would indicate an advance in meal. Trade, however, has not been brisk, and it is thought that prices are simply being kept down in order to stimulate demand.

Rolled wheat is firmer, and has shown a slight advance over last week. Prices now quoted in small lots are $2.85, and wholesale $2.70.

Rolled oats, small lots, 90 lb. sacks......	2 10	2 15
Rolled oats, 25 bags to car lots...........	2 00	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 85
Rolled wheat, 5 barrel to car lots	....	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—A few more mills have dropped prices this week on bran to $18, but continue to hold shorts at former level of $21. Now that weather is warm enough to allow stock to get out to pasture, call for bran has greatly fallen off. Shorts, however, are still moving freely owing to demand for feeding young pigs, calves, etc. Prices on bran and shorts range about $6 per ton less than year ago. This low price rendering smaller profits is having much to do with firmness of flour market.

Bran, in car lots, per ton	18 00	20 00
Shorts, in car lots, per ton	20 00	22 00
Middlings, in car lots, per ton	22 00	25 00
Wheat moulee, in car lots, per ton......	26 00	27 00

Fruit and Vegetable Dept.

Great Scarcity of All Green Vegetables

Demand Heavy if Only Goods Could Be Obtained—Oranges, Lemons and Bananas All Advancing on Primary Markets—Higher Prices Likely to Rule Throughout Summer—Pineapples in Greater Supply and Selling at Lower Figure.

MONTREAL.

GREEN FRUITS.—Warm weather has greatly improved demand for all lines of fruits except apples, and incidentally has boosted prices a little. Lemons are higher this week in sympathy with New York market, and due more directly to increased demand caused by summer weather. Good lemons are selling as high as $4.50 per box. Bananas are also advancing, and are quoted to-day at $2.75 to $3 per bunch, according to size and quality. Strawberries are selling at 18c, but earlier in week brought as high as 22c.

Twelve boxes of California cherries were sold at auction last week, and brought high price of $4.30 per 7 lb. box. This price, however, is not as high as the United States markets. Pineapples are coming forward more freely, and are selling at $2.50 to $3 per case. Retailers are featuring pines and selling them at 15c each.

It is estimated that there are about 3,000 barrels of apples still in storage in Montreal, but demand is steady and ample to use up this amount within the next few weeks. Prices are steady.

Apples—		
Ben Davis XXX.	3 00	3 25
Spies, first grade, per barrel	....	5 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Greenings, No. 1, per bbl.	3 00	3 25
Greenings, No. 2, per bbl.	1 75	2 25
Baldwins, No. 1, per bbl.	3 00	3 50
Baldwins, No. 2, per bbl.	2 50	2 75
Fancy imported, box	....	2 00
Bananas, crated	2 75	3 00
Celery, Florida, case	....	4 00
Cherries, California, 7-lb. box	....	4 30
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 50
Oranges, California navels	3 75	4 50
Oranges, Valencias	4 50	5 00
Oranges, Jaffa	2 50	3 00
Pears, California, Easter Beurre, box 15 doz.		5 00
Pineapples, Havana	2 50	2 75
Strawberries, per quart	0 18	0 25

VEGETABLES. — Bermuda potatoes are arriving and command $8 per barrel. Egyptian onions are arriving in fine order, and are bringing 2½c to 3c per lb. American new cabbage is selling at $3.50 per case of four to five dozen heads. Tomatoes are still very high, bringing around $4.50 per case. Demand for vegetables is improving with warmer weather.

Asparagus, California, doz. bunches	....	5 00
Asparagus, Boston, doz. bunches	7 00	9 00
Beets, old, per bag	....	1 00
Beets, new, per doz. bunches	....	1 25
Canadian oyster plant	....	0 50
American oyster plant	....	1 20
Carrots, new, per doz. bunches	....	1 00
Carrots, bags	0 75	1 00
Spanish onions, large case	2 50	2 75
Canadian red onions, per lb.	0 01½	0 01¾
Wax beans, in hamper, imported	5 50	6 00
Cabbage, new, 4 to 5 doz. crates	....	3 50
Cabbage, bbls. of 3 doz.	1 00	1 25
Cauliflower, per doz., hothouse	....	4 50
Celery, per crate (3 to 6 doz.)	....	4 00
Cucumbers, per dozen	1 75	2 00
Leeks, per bunch	....	1 25
Peppers, green, crate	....	3 00
Radishes, dozen	....	0 75
Sweet potatoes, basket	....	2 50
Potatoes—		
Green Mountains, car lots, per bag	0 62½	0 65
Quebec grades, car lots, per bag	0 50	0 55
Quebec grades, small lots, per bag	0 85	0 90
Spinach, bbl.	....	3 00
Tomatoes, Florida, fancy, per case	4 50	5 00
Tomatoes, Florida, choice, per case	3 00	3 50
Tomatoes, hothouse, lb.	0 30	0 35
Turnips, per bag	....	1 00
Egg plant, doz.	2 50	2 75
Boston lettuce, crates, 2 doz.	....	3 00
Curly lettuce, crates, 4 doz.	....	2 75
New potatoes, 5c lb. or bbl.	....	7 00
Horse radish, lb.	....	0 20
Garlic, bunch	....	0 15
Water cress, per doz. bunches	....	1 00
Rhubarb, per doz. bunches	1 50	1 75
Mushrooms, basket of 4 lb.	....	3 00
French Indive, per lb.	....	0 30
Artichokes, Canadian, bag	....	1 50
Potatoes, Bermuda, new, per bbl.	....	8 00

TORONTO.

GREEN FRUITS.—Further decline of 25c has been made in pineapples. Supplies will be more liberal from now on, and even further declines are anticipated. Bananas are on upward tendency. On primary market during past week prices have had two advances of 20c per 100 lbs. each. Expectation is that higher prices will rule for summer. Grapefruit arriving is principally from Cuba. There is not very much of either Cuban or Florida on market, as people are now turning to strawberries. Strawberry deal with Carolina is now off owing to poor satisfaction derived. Berries will be brought in future from Louisiana. Warmer weather is bringing on consumption of lemons, and giving firmer tone to market. Stocks are light. F.O.B. quotations on verdellis are firm and advancing, so that high prices may be expected to rule locally. Just an odd car of Spanish Valencia oranges is now being received. California Valencias will be on shortly, but prices are likely to be high owing to fact that there will be scarcely any other oranges to be had. Navel oranges are now practically over.

Apples—		
Spies, first grade, per barrel	4 00	4 50
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Bananas, per bunch	1 75	2 25
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	3 75	4 50
Grapefruit, Jamaica, all sizes, per case	3 50	4 50
Lemons, Messina	3 50	4 00
Limes, per box of 100	....	1 50
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, California navels, case	4 50	5 00
Oranges, Valencia, ordinary, 420s, case	5 00	5 50
Oranges, Valencia, large, 420s, case	6 00	7 50
Oranges, Valencia, 714s, case	....	5 25
Pineapples, case of 24, 30, or 36	2 75	3 00
Pears, Cal., ½ boxes (35 to 50)	....	2 50
Pears, Cal., full boxes (150 to 200)	3 00	3 50
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, N. Carolina, quart	0 15	0 20

VEGETABLES.—Scarcity prevails in all green vegetables. A few tomatoes are arriving, but cabbage, though scarce now, will likely be more plentiful in about a week. Crates are smaller than those of Charleston, and prices advanced to from $2.75 to $3. Celery is scarce and being brought in simply to oblige customers. Cucumbers have gone up to $4.75, owing to scarcity. Texas and Bermuda onions, and a few from Bermuda itself, are appearing on market. Stock is good and prices rather more reasonable than year ago. Domestic rhubarb, asparagus and watercress have greatly reduced prices, and are rapidly excluding all imported stuff of these lines. Quotations now are: Asparagus, 50c to 75c per doz. bunches; rhubarb, 25c to 40c per doz. bunches, and watercress, 60c to 85c per 11-qt. basket.

Artichokes, Canadian, bush.	....	1 00
Artichokes, French, dozen	....	1 25
Asparagus, domestic, dozen	0 50	0 75
Beans, green, hamper	....	3 50
Beans, wax, hamper	....	4 50
Beets, imported, per doz.	....	1 00
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	....	0 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 75	3 25
Cauliflower, hamper	4 00	6 00
Cauliflower, case of 12	3 00	3 25
Celery, Bermuda, dozen	....	1 75
Chicory, doz.	....	0 75
Cucumbers, Florida, hamper	....	4 75
Egg plant, per crate of 30 to 45	....	5 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 25
Mushrooms, per lb.	0 50	0 65
Onions—		
Egyptian, sack of 112 lbs.	2 75	3 00
Texas, Bermudas, 50-lb. crate	....	2 00
Bermudas, 50-lb. crate	....	2 00
Green, imported, per doz.	....	0 15
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 6 boxes	3 00	3 75
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25
Potatoes, Ontario, per bag	0 75	0 85
Potatoes, New Brunswick, per bag	0 95	1 00
Potatoes, new, Bermuda, hamper	....	3 00
Potatoes, new, Bermuda, barrel	....	9 00
Radishes, hamper	1 50	2 00
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Squash, Florida, case	....	4 00
Turnips, per bag	....	0 30
Tomatoes, Florida, case	4 50	5 00
Water Cress, domestic, 11-qt. basket	0 60	0 85

Heavy Demand for Lake and River Fish

Pendulum Swings From Smoked, Prepared and Sea to Fresh Inland Water Fish—Further Decline of One Cent Expected on Toronto Market Shortly—Fast Days Will Increase Trade From Montreal—Catches of Lobsters and Halibut Show Marked Improvement.

With warmer weather and liberal offerings of fresh fish trade during past week has picked up wonderfully. After a long season of smoked and salted and fresh sea fish, the tendency appears to be to swing entirely to the fresh lake and river fish. On these prices are gradually becoming lower, and are expected to take another drop shortly.

On inland markets difficulty is found in securing fresh lobsters, but from coast report comes that catches show marked improvement and that heavy shipments are now being made. Halibut catches continue heavy and quality exceptionally fine.

MONTREAL.

FISH.—The "fast days" coming this week gives a livening touch to an otherwise dull market. Warm weather has curtailed the consumption of fish to a large extent, but it is expected that with these two "fast days" coming this week and three next week demand will pick up a little.

Brook trout is most called for, and is selling well. All lines of fresh fish are finding a fairly ready market, but it is by no means an eager one. Oysters have advanced to $1.50 for standard bulk, and selects are $1.80. Solid meat standards are selling at $1.80 and selects $2. Lobsters have advanced, and are selling at 22c for live and 24c for boiled.

Whitefish and lake trout are coming forward quite freely. Two cars of fresh halibut are on the way from the West Coast, while quite a few halibut and haddock are coming in from Atlantic fisheries.

A tribute was paid to the Montreal wholesale fish market when a Dawson City, Yukon, merchant sent an order to local firm stating that he had been dealing with some far Western firms, but could not get the grade of fish that he needed, and was sure that the quality of the fish supplied by the Montreal house would be much better.

FROZEN FISH.

Herring, per 100 fish medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	0 10	0 12

FRESH FISH.

Bluefish, fancy, per lb.		0 15
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak, cod, per lb.	....	0 06
Flounders, per lb.	0 08	0 10
Haddock, fresh, per lb., by express	0 05	0 06
Salmon, B.C. red, per lb.	0 20	0 22
Trout, Brook, per lb.	0 25	0 28
Trout, Lake, per lb.	0 11	0 12
Frogs' Legs, small to medium, per lb.	0 22	0 25
Whitefish, per lb.	0 11	0 12
Halibut, fresh, per lb.	0 11	0 13
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 15
Pike, round	....	0 78
Perch, dressed	0 09	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 10
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

CRUSTACEANS.

Crab meats, per gal.	....	2 75
Lobsters, live, per lb.	....	0 22
Lobsters, boiled, per lb.	....	0 24
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	3 00
Solid meats—Standards, gal., $1.80; selects, gal.,		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	6 50
Cape Cod Shell Oysters—		
Medium size, per bbl.	....	8 50

TORONTO.

FISH.—Almost all lines of fish have been selling freely during past week. Supplies now coming forward are more liberal, and are expected to be better within next couple of weeks. Going on this assumption, dealers are counting on a drop of about 1 cent per lb. on most lines to take place either at end of this week or early next week.

Whitefish and herring show signs of scarcity, and lobsters can scarcely be obtained. Trout, halibut, whitefish and herring are all in excellent demand. Fresh fish are being sold now almost to the total exclusion of other lines. A few smoked haddies and kippers are still moving, but are gradually dropping off.

FROZEN FISH.

Pickerel, per lb.	....	0 08
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	....	0 06
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 25	....
Perch, per lb.	....	0 07
Roe shad, each	1 00	1 50
Steak cod	0 07	0 08
Suckers, per lb.	....	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 14
Wrinkles, per bush.	....	3 50

SMOKED.

Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

Cod, 2-lb. boxes, 12 to crate	....	2 80
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

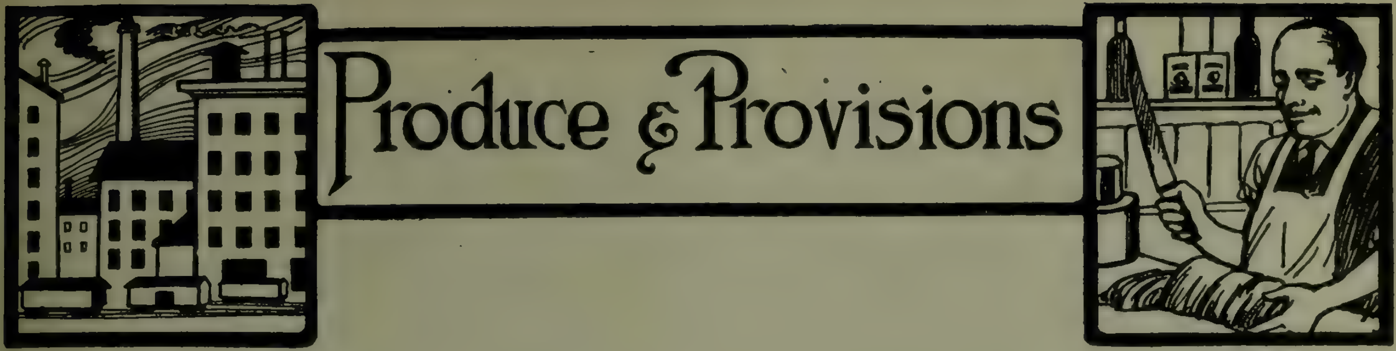
SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Local fish markets are fairly active for season. Receipts of fish are about an average. Quality of most haddock is only fair. Codfish catches are improving, and they are in better demand. Halibut continue plentiful, and price reasonable for quality. Coastal points report fair catches of herring, and some gaspereau. Trout are scarce and small. Smoked fish is in good demand, but sales of salt are light.

There has been a marked improvement in lobster catch, and heavy shipments are being made to American market.



Butter Market Drops Another Two Cents

Further Marked Declines May be Expected in Each of Next Two Weeks—Hog Products Firm—Prices Show an Advance of Half Cent in Montreal—Toronto Dealers Anxious to Hammer Down Prices on Eggs But in Montreal Prices Hold Up—Cheese Market Dull.

Provision market during past week has been fairly active. Prices throughout list have ruled firm, with slight advance in Montreal and general firmness prevailing on all large markets. Sale of cooked meats now that warm weather has started is rapidly increasing. Smoked meats continue to move freely but orders in many cases are for small lots only. Lard market for compound is a little firmer, but for pure is somewhat easier in Montreal. Chicago market is showing slight weakness, but conditions are not such as to anticipate any great weakness here for some time to come.

Make in butter has increased rapidly during past week, and prices have fallen in proportion. Further declines are anticipated within each of the next two weeks, by the end of which time butter is expected to be pretty well down to summer level. As Vancouver is still buying from New Zealand demand from the Coast and North-west has scarcely begun. Should these hold off for any length of time, increasing make in East would be liable to beat prices even lower than now anticipated.

While in Montreal dealers are willing to pay a high price for eggs and appear anxious to get them. Toronto dealers are doing their best to beat prices down all over the country. Early declines are hoped for, but indications are not especially hopeful at present.

With lack of export demand and manufacturers devoting their attention mainly to butter, cheese market is dull and lifeless. Prices, however, hold firm.

Following table shows receipts of butter, eggs and cheese on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
For week end. April 26, 1913..	7,121	1,504	18,692
For week end. April 27, 1912..	7,121	4,287	14,489
Total receipts from May 1st, 1912, to April 26, 1913	484,858	1,790,444	339,645
Total receipts from May 1st, 1911, to April 27, 1912	528,865	1,840,039	308,304
For week end. May 3, 1913..	8,559	4,915	13,399
For week end. May 4, 1912..	8,485	6,992	17,385

It is interesting to note the marked increase in the year's receipts of eggs. The 31,341 extra cases may have some bearing on the low price of eggs this past winter.

MONTREAL.

PROVISIONS. — Provision market shows a few changes this week with general tendency toward higher prices. Hogs are coming forward quite freely and are selling at slightly higher prices than last week.

Pure lard has eased off about ¼ cent. and compound lard has firmed a little. Hams have advanced about ½c in some grades and bacon is a trifle higher this week. Bologna is ½c higher as is also white pudding.

Demand for smoked meats is improving especially for cooked meats which are in good demand during this warm weather.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb...	....	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 17½
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19	0 19½
Extra small sizes, under 12 lbs., per lb...	....	0 20½
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 19
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb...	....	0 16
Wiltshire bacon, 50 lb. sides, lb.........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.	....	0 15
Square shoulders, bone in, per lb.	....	0 14
Cottage rolls, small, 4 lbs., per lb.	....	0 18
COOKED MEATS—		
Boiled ham, small, skinless, boned, lb..	0 28	0 29
Jellied tongue, 10 lb., open tins, lb...	....	0 28
Headcheese, per lb.	....	0 10
English brawn, per lb.	....	0 12½
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb............	....	0 14½
Flanks, bone in, not smoked, lb.........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	0 14¾	0 15
Tubs, 50 lbs. net, lb.	....	0 15⅛
Boxes, 50 lbs. net, per lb.	....	0 15
Pails, wood, 20 lbs. net, lb.	....	0 15¼
Pails, tin, 20 lbs. gross, lb.	....	0 14¾
Cases, tins, 10 lbs. each, lb.	....	0 15½
Cases, tins, 5 lbs. each, lb.	....	0 15¾
Cases, tins, 3 lbs. each, lb.	....	0 15¾
One pound bricks, 60 in case	....	0 16
COMPOUND LARD—		
Tierces, 375 lbs., per lb..................	....	0 09¾
Tubs, 50 lbs. net, lb.	0 15⅛	0 15½
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 5 lb. tins, 60 lbs. in case......	....	0 10¾
Cases, 3 lb. tins, 60 lbs. to case.......	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs...		$28 50
Canada short cut back pork, 45-55 pcs., bbl......		28 00
Heavy short cut clear pork, bbl.		28 50
Heavy clear fat backs, 40-50 pcs., bbl.............		28 50
Heavy clear fat backs, 60-70 pcs., bbl.............		27 00
Flank fat pork, bbl.		28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........		6 00

SUNDRIES.

Bologna ,beef bungs. per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb.................	....	0 06

HOGS.

Live weight, per 100 lbs.	10 25	10 50
Dressed pork, per 100 lb.		15 00

BUTTER.—Prices have declined about ½c per lb. on butter this week. Demand is heavy and supplies, while coming forward rather freely are hardly sufficient to take care of existing demand. With warm weather continuing, it is anticipated that receipts will increase. Butter market to-day is weak with a downward tendency.

Fresh creamery print	....	0 28½
Creamery solids	....	0 28
Farmers' separator butter	....	0 25
Dairy prints, choice	....	0 25
Dairy solids	....	0 25

EGGS.—There is no change in egg market this week as prices are being maintained under a good demand and decreased receipts. New laids are still sold at 22c in a jobbing way. Market appears to be fairly firm at these figures, but any big increase in receipts is liable to cause a drop.

New laid eggs, per doz.	....	0 22

CHEESE.—Demand for cheese is improving in Montreal over what it used to be a few years ago. It is stated that the consumption of cheese is much greater per capita than two years ago. Prices for cheese remain same.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—Prices are being maintained under a good demand and small receipts.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 19	0 20
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb..............	....	0 24

HONEY.—Honey continues to move out slowly. Prices even under light demand continue to hold fairly firm.

Clover, white	0 16	0 17
Clover, dark grades	0 14	0 13½
White, extracted	0 12	0 12½
Buckwheat honey	0 10½	0 11

TORONTO.

PROVISIONS.—Market continues to hold quite firm owing to continued light hog receipts and demand increasing with warm weather. Cooked meats, especially, are beginning to move freely. On these prices, hold very firm with a slight tendency towards advance. Lard holds firm under heavy demand, and shows no sign whatever of going any lower.

Hog receipts continue light so that market holds daily from steady to firm. Prices vary considerably, but run on an average at $9.25 f.o.b., and $9.60 fed and watered.

HAMS—		
Light, per lb.	0 18½	0 19
Medium, per lb.	0 18	0 18½
Large, per lb.	0 16½	0 17
Cooked, per lb.	0 26	0 28
Shoulders, per lb.	0 13½	0 14½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15½	0 16
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15	0 15½
Long clear bacon, heavy	0 14½	0 14¾
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, per lb.	0 14	0 14¼
Tubs, per lb.	0 14½	0 14¾
Pails, per lb.	0 14¾	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, per lb.	0 09	0 09½
Pails, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
SAUSAGES—		
Bologna, beef, per lb.	....	0 07½
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	0 13	0 16
Sausage, small, per lb.	....	0 09½
Sausage, large, per lb.	....	0 09
Summer sausage, German, per lb.	0 22	0 25
Wieners, per lb.	....	0 10
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	....	14 00

BUTTER.—Still another decline of two cents has been made in prices of butter during past week, and dealers predict further drops during each of next two weeks. By that time grass butter should be on market in large enough quantities to warrant dealers storing for winter use. Just now grass make is only beginning, but is expected to make a feature on market by next Monday at least. Offerings this week have been liberal and quality shown slightly improved. Increased consumption of creamery owing to lower prices will doubtless tend to hold up market to some extent, but not enough to have permanent effect.

	Per lb.	
Fresh creamery print	0 29	0 31
Creamery solids	0 26	0 28
Farmers' separator butter	0 25	0 27
Dairy prints, choice	0 23	0 25
Dairy solids	0 20	0 22

EGGS.—All local dealers are looking for cheaper eggs, but appear a little doubtful as to whether they will get them or not. Montreal is willing to pay a higher price than Toronto and seems anxious to buy, so that under these conditions country dealers are not willing to put down price. Toronto dealers are still paying 17 cents in country, but hope for early reduction.

Eggs—		
Strictly new laid, per doz.	0 20	0 22

CHEESE.—Cheese market holds from steady to firm. Holdings of old are thought to be fairly heavy, and with prices low, holders are not over-anxious to sell. Manufacturers, finding more money in butter, are continuing to make butter later than usual, so as to allow cheese stocks to be worked off. One dealer states that he was offered cheese on Friday last at 12½c., but considered it too soft and "muddy" for this trade. It appears that a lot of inferior quality stuff is being offered and at low prices.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 13½	0 13¾
New, twins	0 14	0 14¼

POULTRY.—Practically no fresh of any kind is being offered in this market. A few dressed have been offering, but with warmer weather even these are disappearing. For frozen stocks prices hold firm under good demand.

Frozen—		
Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

HONEY.—Most honey now on market is in glass. These are in three sizes, selling at $1.05, $1.50 and $2. Some 60 and 10 lb. pails and a small quantity of comb honey are still to be found, but demand for all is light owing to heavy consumption of maple syrup.

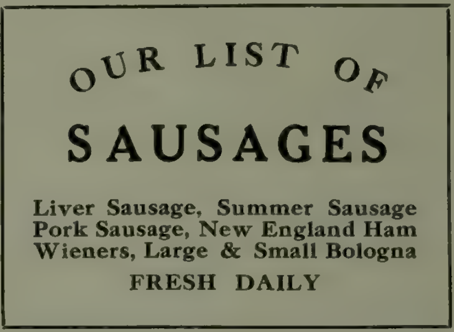
Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Clover honey, in comb, per doz.	....	3 25
Clover honey in glass, according to size, doz.	1 05	2 00
Buckwheat, 60-lb. tins, lb.	0 08	0 09

Provision Department One of the Best

Berlin, Ont., Grocery Store Where Special Prominence Is Given Meats—Only Men Skilful With Knife Employed — Artificial Ice Exclusively Used—Cards Announcing List of Sausages and Cooked Meats Help Sales.

"To serve our customers at our meat counter we employ none but skilled men, and chiefly for two reasons. First, through a knowledge of the various cuts, they are in a position to give our customers greater satisfaction, and second, being more apt at handling knives, steels, meats, etc., they can wait on a much greater number of customers than men who are green at the business."

Such is the principle upon which Wm. Metcalfe & Co., of Berlin, Ont., work.



OUR LIST OF

SAUSAGES

Liver Sausage, Summer Sausage
Pork Sausage, New England Ham
Wieners, Large & Small Bologna

FRESH DAILY

Reduced reproduction of card in the Metcalfe store in Berlin, giving complete list of sausages for sale.

Speaking along this line, Geo. Metcalfe stated that as the provision department of their store was one of their most important departments, and as the men were kept continually employed, especially on Saturday nights, they had found it extremely profitable to have men who could skilfully use a knife. In this respect the skilled men were especially profitable.

Then, again, claims Mr. Metcalfe, there is the advantage gained by having clerks who handle meats and who handle meats exclusively, in that cleanliness is more easily kept throughout the store.

Uses Artificial Ice.

To add to this Metcalfe Co. use only artificial ice, on the ground that it is more sanitary and can be obtained in more desirable sized blocks. No deposit is left by this ice on the pipes of the refrigerator, and, apart from it being altogether pure and wholesome, there is the satisfaction of knowing that the ice has been made from drinking water, under sanitary conditions, and is just as safe to have come even in contact with meats as the water which is being drunk daily by the inhabitants of the city.

Hanging on the refrigerator in such a position that they can be readily seen upon entering the door, Wm. Metcalfe & Co. have two large cards, suitably framed, and bearing lists of the sausages and cooked meats which they stock, together with the announcement that these are fresh daily. The list of sausages is herewith reproduced. That of cooked meats is designed on the same plan and presented on the same size of card, so that there is great uniformity between the two. These are hung directly facing a customer standing at the provision counter and in such a position that they cannot be overlooked, so that unconsciously customers find themselves running over the lists and wondering if they want any of the meats thereon presented.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

W. H. GILLARD & CO.

Diamond.

1-lb. tins, 2 doz. in case	$2 00
½-lb. tins, 3 doz. in case	1 25
¼-lb. tins, 4 doz. in case	0 75

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.
The King's Food, 2 doz. in case, per case, $4.80.
White Swan Barley Crisps, per doz., $1.
White Swan Self-rising Buckwheat Flour, per dozen, $1.
White Swan Self-rising Pancacke Flour per doz., $1.
White Swan Wheat Kernels, per doz., $1.50.
White Swan Flaked Rice, $1.
White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz.	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz.	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz.	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz.	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers, No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes	0 36
Lunch bars, 5-lb. boxes	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box	1 35
Royal Milk Chocolate, 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75
Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

CANADA FIRST BRAND.

The Aylmer Condensed Milk Co.	Per Case.
Canada First Baby Evaporated Milk	2 00
Canada First Family Evaporated Milk	3 90
Canada First Medium (20 oz.) Evaporated Milk	4 50
Canada First Hotel Evaporated Milk	4 25
Canada First Gals Evaporated Milk, Manufacturer's Special	4 75
Canada First Condensed (sweetened)	5 25
Rose Bud Condensed Milk	5 15
Beaver Condensed Milk	4 50

COFFEES.

EBY-BLAIN, LIMITED.

Standard Coffees.

Roasted whole or ground, packed in damp-proof bags.

King Edward	0 34
Club House	0 33
Nectar	0 32
Royal Java and Mocha	0 32
Empress	0 30
Duchess	0 29
Ambrosia	0 28
Plantation	0 26½
Fancy Bourbon	0 26
Crushed Java and Mocha	0 19

Package Coffee.

Gold Medal, 2-lb. tins, whole or ground	0 31
Gold Medal, 1-lb. tins, do	0 32
Gold medal, ½-lb. tins do	0 33
Anchor Brand, 2-lb. tins,	
German Dandelion, 1-lb. tins, ground	0 26
German Dandelion, ½-lb. tins, ground	0 23
English Breakfast, 1-lb. tins, ground	0 19
Grand Prix, 1 and 2-lb. tins, ground	0 30
Demi-Tasse, 1 and 2-lb. tins, ground	0 30
Flower Pot, 1-lb. pots, ground	0 23
do.	0 31

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

CEREALS.

Grape Nuts—No. 22, $3; No. 23, $4.50.

Post Toasties—No. T3, $2.85.

Postum Cereal—No. 0, $2.25; No. 1, $2.70.

CONFECTIONS.

PEANUT BUTTER.

Ontario Prices

MacLaren's Imperial—	Per doz.
Small, 2 doz.	0 95
Medium, 2 doz.	1 80
Large, 1 doz.	2 75
Tumblers, 2 doz.	1 35
Pails, 24 lbs. per lb.	0 15

CHEESE.

MACLAREN'S IMPERIAL.

Ontario prices per doz.

Individual (each 2 doz.)	1 00
Small (each 2 doz.)	2 40
Medium (each 1 doz.)	4 50
Large (each ½ doz.)	8 25
MacLaren's Roquefort—	
Small (each 2 doz.)	1 40
Large (each 1 doz.)	2 40
MacLaren's Canada Cream—	
Small (each 1 doz.)	0 90
Medium (each 2 doz.)	1 35
Large (each 1 doz.)	2 40

FLAVORING EXTRACTS.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 oz. (all flavors) doz.	1 75
2½ oz. (all flavors) doz.	2 00
4 oz. (all flavors) doz.	3 00
5 oz. (all flavors) doz.	3 75
8 oz. (all flavors) doz.	5 50
16 oz. (all flavors) doz.	7 00
32 oz. (all flavors) doz.	8 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil

Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ⅞ FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY ⅞ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases. 3 lbs., 20 to case	0 11¼
Cases. 5 lbs., 12 to case	0 11⅛
Cases, 10 lbs., 6 to case	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45
	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

MACLAREN'S IMPERIAL PREPARED MUSTARD.

Ontario Prices.

Small case 4 doz., per doz.	0 45
Medium cases 2 doz., doz.	0 90
Large, cases 1 doz., doz.	1 35

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

IMPERIAL DESSERT JELLY.

Ontario Prices.

Assorted flavors, $10.75 per gross.

Imperial Sterilized Gelatine.

Cartons, 1 doz., 90c per dozen.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap. GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5.00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Sit In Your Office

and get your Western business through us

With five large warehouses and a staff of live representatives in daily touch with all parts of the vast Western territory, we are in a position to do better justice to your line than you are, even by sending your travellers out to call on the trade direct. We are well known and handle only reliable lines, covering the territory often. We want to handle accounts in Western Canada for manufacturers of Europe, United States and Eastern Canada. We guarantee sales.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

"Star Brand" BACON

Good Bacon is worth more than poor Bacon and all Bacon just now is high in price. Good Bacon, however, is worth the price, while we doubt if poor Bacon is cheap at any price. The prospects are that prices will be high this season, because the demand is increasing, while the supply appears to be growing less. We would advise buying as your requirements demand; buy the best and buy only the "Star Brand."

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

This is the real season

IN WHICH TO SELL JAM.

Apples and home preserved fruits are practically gone.

Now is your opportunity to give

UPTON'S
PURE FRUIT JAMS

the prominence they deserve. Are you selling Upton's? There is nothing to equal them. Your jobber can sell you.

Send for price list.

T. UPTON CO., LIMITED
HAMILTON, ONT.

SEEDS

Present Prices f.o.b. Toronto

No. 1 Government Standard.

	Per 100 lbs.
Alsyke Clover	26.00
*Alfalfa Clover	16.00
xAlfalfa Clover	15.00
No. 2 Government Standard.	
Timothy	5.50
Alsyke Clover	$24.00
No. 3 Government Standard.	
Red Clover	20.00
Alyske Clover	22.00
Timothy	4.50

*Gold, x Silver.

Yellow Dutch Set Onions	**10.00**
White Dutch Set Onions	**10.00**
Shallots	**6.00**
	Per bag
Early Ohio Potatoes, choice stock.	**$2.00**
Early Eureka, Potatoes, choice stock.	**$1.60**

Geo. Keith & Sons

Phone Main 163

Toronto -:- Ontario

Seedmerchants since 1866

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

LEMON BROS.

Owen Sound, Ontario

When you cannot go down to your wholesalers and examine personally what you buy—then you have to phone, wire or write. That's when you should appreciate the sterling quality and reliability of Tracuzzi's brands of Lemons.

"St. Nicholas"
"Home Guard"
"Queen City"
"Puck"
"Kicking"

and mention them in your order.

J. J. McCABE

Agent

Toronto, - Canada

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MacLean Publishing Co.

Technical Book Department

143-149 University Avenue, Toronto

Grocery Advertising

By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

PRICE $2.00

ALL ORDERS PAYABLE IN ADVANCE.

MacLean Publishing Co.

143-149 University Ave., Toronto

WORLD RENOWNED BRAND STUHR.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE **FINE COLOR**
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

STRAWBERRIES

The nearer home, the better they get. Fresh arrivals every day. Excellent quality. We expect to have quarts from now out.

PINEAPPLES

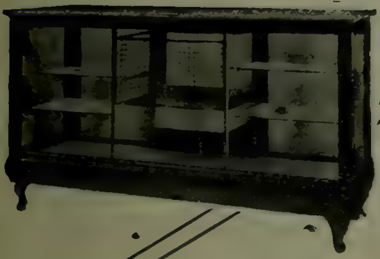
Remember that we thoroughly examine every case by repacking before shipping. This means more profit to you. Let us look after your needs.

BANANAS

The uniform high quality and excellent condition of the fruit on arrival at destination is the reason why we are called BANANA SPECIALISTS.

THE HOUSE OF QUALITY

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY



For Sanitary Display of all Perishable Goods

there is nothing that will take the place and give the service that you can get by using the

Silent Salesman Arctic Refrigerator

Our new 1913 designs and stock are ready. One or two of these salesmen in your store will add wonderfully to the appearance of your store and will keep perishable goods in a sanitary condition as well as giving them proper display. Send for New Catalog.

JOHN HILLOCK & CO., Limited
TORONTO, ONTARIO

AGENTS IN WEST:
J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces
WOLF, SAYER & HELLER, MONTREAL.

PURE Elgin Brand **PORK**

SAUSAGES

Our Pure Pork Sausages have won laurels for us, have helped build up the immense trade we now enjoy throughout Ontario.

Our Pork products, hams, bacon, lard, sausages, etc., are Quality goods. Elgin Brand Dairy products are always reliable and meet the most particular requirements.

Send for our Post Card Order Book.

The St. Thomas Packing Co.
LIMITED
Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.
ST. THOMAS. ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Trade Follows Quality

Your Washboard Sales Will Increase If You Handle

Cane's Washboards

We make 13 different styles and grades, so as to completely meet the price which every class of trade can afford.

Great care is exercised from selection of material to the finished product on all grades. Each grade is the best value on the market.

Be sure to specify "Cane's" when placing your next order for washboards at your jobbers.

Write for catalog.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. **HAMILTON, CAN.**

SOAPS

Every Live Grocer Should Feature

	Per case.
Wonderful Soap (100 cakes) ..	$4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes) ..	2.30
Crystal Soap Chips (100 pkg.) .	3.75

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbl.) 5½c. Freight Paid.

Yours for Quality.

GUELPH SOAP CO.

GUELPH - ONTARIO

Anti-Dust

SWEEPING POWDER

There are a score of other makes being offered you to-day. We know that, but with all respect for our competitors, we confidently state that

Anti-Dust

is better and different.

Superior quality at same price makes it a more valuable stock for you. There is greater germ killing power with it and then—**It Sweeps Cleaner.**

Ask Our Agents for the Green Tin

Sapho Mfg. Co., Limited

Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto; Lauro Chemical & Perfumery Co., Ottawa; Fenwick & Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St., Quebec City.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

THE BEST HAND CLEANER

on the market

DO YOU SELL IT?

You can handle no better.

Snap sells rapidly and pays a liberal profit.

"Leaves the skin smooth and soft."

ASK YOUR JOBBER. SEE WHAT HE SAYS.

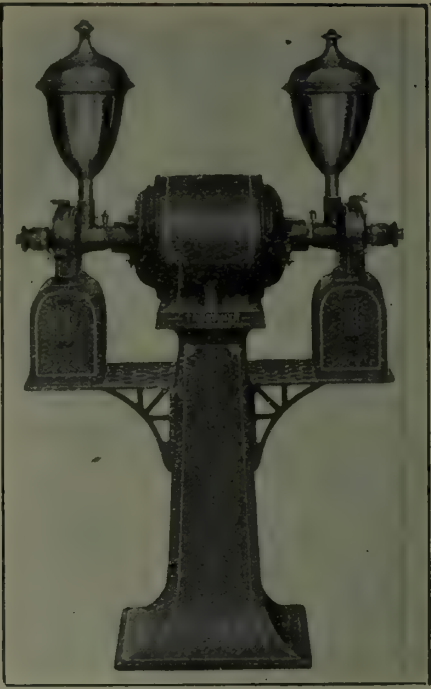
Snap Company, Limited

Montreal, - Canada

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO



Let Us Help You

if you are thinking of installing any store equipment in the line of **Coffee Mills, Spice, Tea or Coffee Bins.** We are the general agents for the United States and Canada for the incomparable Henry Troemmer Agate Bearing Scales, exclusive Tea, Coffee and Spice Bins and Cans, Coffee Mills, etc. Our fixtures possess uniqueness and individuality, and can be obtained at the lowest possible price.

Information, Estimates and Prices cheerfully furnished on request.

J. A. FLESCH & SON
1300 Medinah Building
178 W. Jackson Blvd.
Chicago

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and, because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

EVERY POUND OF ANCHOR BRAND FLOUR

LEITCH ANCHOR BRAND OAK LAKE

is of supreme excellence

and if there could be a higher quality flour made from Manitoba Hard Wheat, its name would be **Anchor Brand Flour,** because for 25 years we have made it a specialty to keep ahead of all mills by manufacturing just that kind of products that can appeal to discriminative buyers who prefer to even pay a little more money and be sure to get all the quality possible.......and our success is to-day unquestionable as **Millers of Quality,** particularly because we limit our milling capacity to the amount of high grade wheat available in the harvest. Get a free sample big enough for a test baking.

Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

Don't Overlook a Good Quality Trade

People will deal at your store regularly, provided you can supply their wants. One of them surely is CARR'S BISCUITS, and no better or surer article could you find to cinch their business. It's the quality that is unequalled. Try a stock.

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

The American Computing Co. of Canada

Hamilton, .:. .:. Canada

FLAVORING EXTRACTS—

in daily use. Increase your profit and insure satisfaction by selling Sterling Brand. They are noted for their fullness of strength and purity.

Keep a generous stock always on hand. Get our prices.

THE

T. A. LYTLE & CO.
Limited

Sterling Road, Toronto

Sterling BRAND

The Hall-Mark of Sardine Superiority

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

By Special Royal Permission.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
ANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co,
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.

Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. BRUNSWICK BRAND SEA FOODS come perfect to the consumer.

Our Chief Sellers:

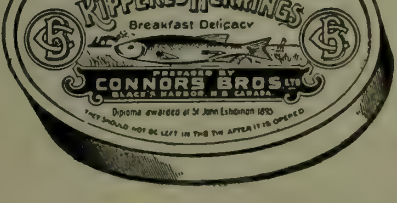
¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(oval and round tins)

Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.


THESE FISH ARE SUFFICIENTLY CURED AND MAY BE EATEN COLD
BRUNSWICK BRAND
KIPPERED HERRINGS
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1895
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and
SKIDEGATE DOG FISH OIL
and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

The Sauce For Steaks, Meats, Fowl, Fish etc., is

PATERSON'S
WORCESTERSHIRE
SAUCE

Your fastidious patrons want the highest quality sauce—sell them "Paterson's." Highest quality—appetizingly delicious.

ROWAT & CO.
GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVITIE & PRICE, Ltd.

Biscuit Manufacturers
EDINBURGH (SCOTLAND)

AGENTS:

Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.60
Princess Condensed Milk, 4 dozen in case	$4.50
Banner Condensed Milk, 4 dozen in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George Ontario

Fill Your Orders With

"DAPHNE"

CHOICE - - - GRADE

SEEDED RAISINS

And Your Customers With Satisfaction

PACKED BY
GUGGENHIME & CO.
SAN FRANCISCO.

AGENTS
ROSE & LAFLAMME
Limited
MONTREAL

The Red Rose Specialty

Men from A. W. Hugman, Limited,
Montreal, deserve the

Glad Hand of Welcome

because

Red Rose Jellies

Red Rose Baking Powder

Red Rose Extracts

are all of the highest quality and beyond doubt the best on the market too.

LET US HAVE YOUR ORDER
and you'll learn what repeat business really is.

A. W. Hugman, Limited
MONTREAL

Your Vacation Money

The young men and women with brains and initiative do not sit down and waste time wondering where their vacation money will come from. They use the means that are at hand to secure it. They take advantage of their spare time by spending it at work that will earn the best possible returns.

Last spring hundreds of energetic young men and women earned the money with which they paid for their summer vacation by looking after our business in their own neighborhood.

The work is fascinating, both because it is congenial and because a few spare hours each week devoted to it will enable you to enjoy that summer vacation later on.

We will appoint you local representative of the two national magazines of Canada—MacLean's Magazine and Farmer's Magazine.

We will pay you liberally for both new subscriptions and renewals. If you will write for particulars to-day, we will show you how to make extra money for your vacation.

The MacLean Publishing Co., Limited
143-149 University Ave. .:. .:. Toronto

Business Development

¶ Do you ever feel that your present occupation prevents the development of your business talent?

¶ Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.

¶ We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

Corn Brooms Of Excellence

THE PANSY BRAND

In this Broom there is nothing but the finest Brush. Soft and pliable, and everything is done in the workmanship to give you the best that can be had.

The "Pansy" Broom will outwear any three Brooms on the market. It is the cheapest Broom you can handle.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

The Habit Grows Meadow Cream Sodas

Start the habit of handling our Meadow Cream and watch it grow and your profits increase.

The W. J. Crothers Co., Ltd.
Kingston

You touch a Woman's Pride

when you sell her Reckitt's Blue. Her pride is snow white linen, in smart appearance, both in dress and table. Her entire satisfaction lies with you—and Reckitt's Blue—it's certain to be right !

For Sealing Fruit and Preserve Jars

The housewife knows there is nothing so good as

Parowax

(Pure, Refined Paraffine)

It's absolutely pure and forms an air tight seal.

Put up in handy packages.

You can make big profits on Parowax—and make them quickly.

You never have to carry Parowax over.

The Imperial Oil Company Limited — Heat Light Power Lubrication

The Imperial Oil Co.,
LIMITED

Toronto Winnipeg
Halifax Montreal
Vancouver St. John

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.
143 University Ave. -:- Toronto, Ont.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATION VACANT

GROCER WANTED — ONE HAVING EXperience, particularly in window dressing, card writing and ad. writing. Apply C. T. Woodside, Saskatoon, Sask.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

COMPETENT SALESMAN WANTED. 10% commission will be paid to aggressive, experienced salesman calling on the Grocery trade throughout Canada. The lines are well-known and highly recommended. Manufactured in England. Apply in first instance, by letter, stating experience and references to Box 476, care of Canadian Grocer, Toronto.

WANTED—AGENTS AND TRAVELLERS ON commission basis for sales on firm orders of Sultanas, Figs, Tobacco in leaves in the chief markets of Canada and United States. References on application. Address Comninos & Co., Smyrna (Turkey in Asia).

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLlect your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers. Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE. ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

Co-Operate With the Housewife

Tell her about

MAPLEINE

for Dainty new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

It will not cost you one cent unless we collect

Your old accounts can be collected.

The money is yours and you should have it in your business. Why not let us collect it for you? We make no charge unless we collect.

Our proposition is a good one.

WRITE FOR FORMS AND FILL THEM IN RIGHT AWAY.

The Nagle Mercantile Agency
Westmount, Montreal, Que.

SYSTEM
SAFETY
MORE PROFIT

WORK
WORRY
LESS LOSS

Systematize the Credit end of your business, and stop losing money, stop losing customers, stop taking chances. Old methods of extending credit and collecting credit accounts have failed. Try the newer and better system—

ALLISON

Coupon Books

Here's How They Work

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale everywhere by jobbers.

Manufactured by

ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

When writing advertisers, kindly mention having seen the ad. in this paper.

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.

Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

A CARD WILL BRING PRICES

Our PAPER BAGS and WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive We act second to none.

Augustus Conte & Co., Montreal

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR WELL KNOWN OLD COUNTRY

TOFFEES PRESERVES

BOOT POLISHES HEALTH SALINE

FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.

1080 Hamilton St., VANCOUVER, B.C.

OLIVE OIL FROM NICE

GUARANTEED PURE

in Casks, Cans and Bottles

JULES VALERI & CO.

Nice (France) Established in 1780

EXPORTERS TO ALL COUNTRIES

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited

MONTREAL

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.

On Sale Anywhere.

FRANK L. BENEDICT & CO.

Agents Montreal

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

SHOW CASES

Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"

Means no dust, no germs.

A strong, pleasant, disinfectant sweeping compound, in bulk only

No-Dust Mfg. Co.

8 Market Sq., St. John, N.B.

A want ad. in this paper

will bring replies from

all parts of Canada.

HOLLAND RUSK

The common verdict of your customers after they have tried it: "There's only one thing just as good — More." Order a case from your jobber to-day.

HOLLAND RUSK COMPANY

HOLLAND, .:. .:. MICH.

LAPORTE MARTIN LIMITÉE

—Successors to—

Laporte, Martin & Cie., Limitée

568 ST. PAUL ST., -:- MONTREAL

Are general distributors for the following high class lines. Hot weather is not **on the way,** but **here**—so see to supplies.

KUNKLEMANN & CO.	Reims	Champagne PIPER-HEIDSIECK
UNION CHAMPENOISE	(Epernay)	Champagne Cardinal
LES PETITS-FILS DE BOUVET LADUBAY	St-Hilaire, St-Florent	Champagne Duc de la Grange
PH. RICHARD	St-Jean d'Agely	Cognacs
MITCHELL BROS. & CO.	Glasgow	Scotch Whisky
MITCHELL & CO. OF BELFAST, LTD.	Belfast	Irish Whisky
J. P. WISER & SONS, LIMITED	Prescott	Canadian Whisky
HERMAN JANSEN	Schiedam	Gin Gold Finch
G. PIMS & CO.	Londres	Gin Old Tom
DIEZ HERMANOS	Jerez de la Frontera	Sherry "Favorito"
MORIN, PERE & FILS	Nuits St-George	Burgundy Wines
COMPANIA VINICOLA DEL NORTRE	Espagne	Spanish Claret
ETABLISSEMENT A. SARRAZIN	Dijon	Bacchus Tonic Wines
FREDERICK KROTE	Goblenz	Rhine Wines
GARRET & CIE	Malaga	Malaga Wine
E. BARTISSOL	Portugal	Port Wine
REAL COMPANIA VINICOLA	Portugal	Port Wine
SOCIETE DES VINS DE BANYULS	Banyuls sur Mer	Vins de Banyuls-Bartissol
P. GARNIER	Enghien les Bains	Fine Liquors
FRED MILLER BREWING CO.	Milwaukee	"High Life" Lager
FRED MILLER BREWING CO.	Milwaukee	Extract of Malt
W. E. JOHNSON & CO.	Liverpool	Bass Ale & Stout
BELFAST MINERAL WATER	Belfast	Trayder Ginger Ale
AMERICAN FRUIT PRODUCE CO.	Rochester, N. Y.	Apple and Grape Wine
AMERICAN FRUIT PRODUCE CO.	Rochester, N. Y.	Apple Vinegar
AMERICAN FRUIT PRODUCE CO.	Rochester, N. Y.	Apple Champagne
BLANC & FILS	Valence sur Rhône	Pâtes Alimentaire
H. E. BOULLE & CIE	Marseille	Minerva Brand Olive Oil
SOCIETE ANONYME "LE SOLEIL"	Malines	Canned Vegetables
FEYRET & PINSAN	Bordeaux	Alimentary Preserves
D. E. MILLIAU FILS	Marseille	Castille Soap
A. & L. LEHUCHER	Paris	Lecourt Mushroom
SOCIETE ANONYME DES USINESS REMY	Louvain	Famous Remy Rice Starch
A. DELOR & CIE	Bordeaux	Vins de Bordeaux
SOCIETE FRANCAISE DU	Bassin de Vichy	Source "La Sarmitas"
SOCIETE FRANCAISE DU	Bassin de Vichy	Source St-Nicolas
SOCIETE FRANCAISE DU	Bassin de Vichy	Lemonade St-Nicolas
SOCIETE FRANCAISE DU	Bassin de Vichy	Source "La Capitale"
CHATEAU ROBERT	Bassin de Vichy	Lemonade "La Savoureuse"
CHATEAU ROBERT	Bassin de Vichy	Source Neptune
FENECH ARTELL & CO.	Tarragone	Mass Wines Sanctuary & Vatican
F. KROTE	Coblenz	Rhine Wines

"King" Compound Jams

Bring Repeats

We do not claim that our "King" goods are pure, but we do claim that in many instances they have been proven superior to jams now being sold as pure. Their nutritive value, though, is absolutely beyond dispute.

The great care taken in preparation and the large variety of packages make them valuable stock.

Now Is The Time For Jams

LABRECQUE & PELLERIN, Montreal

AGENTS:
John J. Gilmor & Co. - WINNIPEG
J. Hunter White - ST. JOHN, N.B.

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If You Want Anything

To Buy a Business
To Sell a Business
To Rent a Store

To Hire a Clerk
To Get a Position
To Get a Partner

Anything whatever from the grocery trade.

Tell your wants in the Classified Advertising Department of The Canadian Grocer.

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postages, etc.

THE CANADIAN GROCER

TORONTO **MONTREAL** **WINNIPEG**

Send Advertisements for this Department to
143 UNIVERSITY AVE., TORONTO, ONT.

HOW MUCH SHOULD you charge her?

When customers want you to fill old measures with oil you don't know exactly what to charge unless you have a BOWSER SELF-MEASURING OIL TANK. You may guess **high** and lose their **trade** or guess **low** and lose **your profit.** Get a BOWSER OUTFIT and cut out the guesswork. Make a profit every time you sell oil, have a clean store, avoid loss of oil and damage to other goods. "Cut out the dripping and keep all the profits." The BOWSER is equipped with a float gauge which shows how much oil you sell and how much is left in your tank. It is in plain sight and can be read 20 feet away from the tank. It also has an automatic cut-off that stops the flow of oil as soon as you cease to pump and **prevents** dripping. Send a postal card for our FREE BOOK, telling how to MAKE MONEY out of oil.

S. F. BOWSER & COMPANY, Inc.
66-68 Frazer Avenue
Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen.

Sales Offices in all Centres and Representatives Everywhere

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY KEEWATIN TRADE MARK REGISTERED

Base your selling success on flour facts not on fine phrases.

IF you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon FIVE ROSES Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell FIVE ROSES?

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

It is a splendid flour indeed that not only stays sold upon introduction but radiates selling force wherever it goes, that intensifies the salesmanship of whomever handles it, either as buyer or seller.

Neither you, Brother Grocer, nor ourselves alone could ever have carried FIVE ROSES sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

WRITE NEAREST OFFICE

Montreal	*Toronto*
Ottawa	*London*
St. John	*Quebec*
Sudbury	*Keewatin*
Winnipeg	*Vancouver*

Portage la Prairie

Daily capacity—11,500 barrels

LAKE OF THE WOODS MILLING CO.
"The House of Character" *Limited*
MONTREAL

THIS IS THE 1,327th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MAY 16, 1913 No. 20

Ramsays Limited

FARM CREAM SODAS

The crispness and creaminess of the RAMSAY line of Sodas and Biscuits is unexcelled. Baked in a factory literally bathed in sunshine, where cleanliness reigns and where the latest form of machinery reduces handling to minimum.

5c. pkgs., 48 pkgs. to the **"container."**
10c. pkgs., 24 pkgs. to the **"container."**
Dainty shelf cartons.

2½ and 3 lb. lithographed cardboard boxes. Packed one doz. to each **"container."** Artistic coloring impresses.

SODAS
in dinner pails.
Packed one doz. to the
"container."

We want you to investigate our other lines of biscuits which, as aforesaid, are leaders in quality.

A FULL ASSORTMENT OF CHOICEST CANDIES IS BEING OFFERED TRADE THROUGHOUT CANADA.

Have you had our price lists?

Large tin JUMBOS. Packed in bulk—about 21 lbs., also large fibre cartons of same capacity.

NO CHARGE FOR PKGS.

Ramsays Limited
Montreal
(Successors to Imperial Syrup Co.)
302 NICOLET ST. -:- MONTREAL

"NUGGET"

WHITE CLEANER

Dries a pure white and will not rub off Best for babies' shoes

Retails at 15c. and gives you a good margin of profit

For
Buckskin,
Canvas and
Nubuck Shoes, Belts,
Helmets, etc.

ORDER SOME NOW

THE "NUGGET" POLISH Co., LIMITED

9-11-13 Davenport Rd., -:- -:- Toronto, Ont.

HAMMER HOME THE REASONS

Tell your customers why they should use the quality goods advertised on this page—satisfaction a certainty—profits good.

Stower's Lime Juice Cordial

is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

"Stower's" Lime Juice Cordial is one of the most popular drinks. It is delicious—thirst quenching—keeps the blood and digestive organs in an excellent state.

Coco Fruitine *Vegetable Butter*

From the view-point of economy alone, a woman will be interested to investigate the merits of Coco Fruitine in her cooking and baking. Its absolute purity, rich yet delicate flavor and evident superiority to butter, oil or lard, commend it at once to the economizing housewife. *Nourishing, Palatable*

"Thistle" Brand Canned Fish

The buyers of quality have a particular desire for Thistle Brand fish—they serve the appetite with such delicious satisfaction that to "try" even to sell another brand to one who has already tested Thistle Brand would be useless. The "Thistle" Brand of Canned Haddies, Fancy Lobsters, Kippered Herring and Herring in Tomato Sauce, are canned right where they are caught—at the water side. Sell "Thistle" Brand and you sell the best.

ARTHUR P. TIPPET & CO.
Agents
Montreal Toronto

SUPERIOR GOODS
PROMPT ATTENTION
FAIR DEALING

We have built our reputation on this class of service. We hold our reputation the same way.

The name *Royal Shield* signifies purity and excellence. Grocers know that this *Royal Shield Brand* not only attracts, but satisfies their trade. *An initial order means repeats.*

Our various houses at central points remove all necessity of delay. Goods are shipped as the orders arrive, and they are shipped carefully.

Our customers remain our customers year after year---merely proving *they get the right goods, the right attention and the right treatment.*

Campbell Bros. & Wilson, Limited
WINNIPEG

Campbell, Wilson & Horne, Limited, Calgary, Edmonton and Lethbridge.

Campbell, Wilson & Strathdee, Limited, Regina.

Campbell, Wilson & Adams, Limited, Saskatoon.

Used in Dozens of Dishes

VEAL SOUPS

CINNAMON BUN

BORDEN'S

ST. CHARLES, JERSEY AND PEERLESS BRANDS OF EVAPORATED MILK HAVE A BIG SALE FOR COOKING PURPOSES.

BORDEN'S EVAPORATED MILK

is not only used for tea, coffee and cereals at the table, but many delicious dishes can be made; for use in cooking it is convenient and economical. Encourage your patrons to use this quality milk for culinary purposes. They will be pleased with the results and become steady buyers, thus increasing your revenue.

Uniform high quality and established reputation make BORDEN'S EVAPORATED MILK easy to sell.

Send for copy of Borden's Recipe Book "The Borden Way"

PLAIN COOKIES

RAISED DOUGHNUTS

POTATO CROQUETTES

CHOCOLATE LAYER CAKE

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

Branch Office: No. 2 Arcade Building, Vancouver.

UNSWEETENED

UNSWEETENED

Seasonable Sellers

CANNED LOBSTERS.

Prize Cup Brand, ½s, 8 doz. cases, doz........$2.40

CANNED TOMATOES.

We have secured a few hundred cases of Extra Choice Tomatoes, packed in Sanitary Cans. The quality is extra fine, and the prices are right. Many complained this year of the quality of Canned Tomatoes they received. These are good solid pack and color. While present stock lasts, doz.... 1.35

CANNED SALMON.

ARGO BRAND. This line is selling well. It is a good RED, FLAKY FISH, doz. ...,.......... 2.10

CANNED GOODS FOR FALL.

We are again offering our well known brands, CROSSED KEYS, SOLAR, CANADA PRIDE, ETC. Better place your order now. We always fill all orders IN FULL. 100% DELIVERY GUARANTEED. We have always done it in the past.

CHIVER'S PURE ENGLISH JAMS AND ORANGE MARMALADES.

This is a good summer seller. Better drop us a card and get in on the special introductory offer.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON - - ONTARIO
Long distance phone No. 125. Use it, it is free.

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

A PROMISE KEPT

In fulfillment of statement made in a former issue of this paper, we are almost in a position to resume manufacturing. Our new factory will be as complete and up-to-date as ever, and goods as high in quality.

ABOUT 23rd INST.
Shipments Will Be Made

C. H. CATELLI, LIMITED
MONTREAL

Manufacturers of Hirondelle (Swallow) Alimentary Pastes.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well.

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

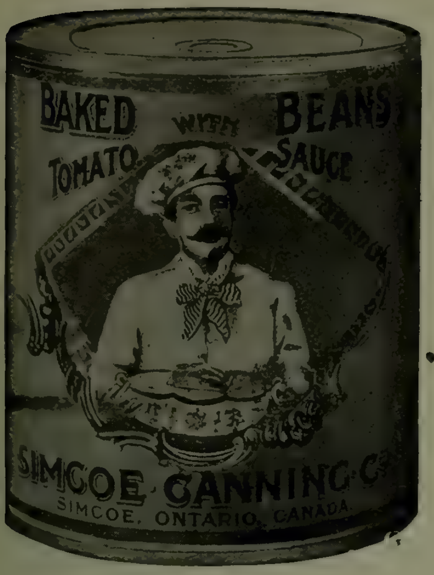
Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG



IN THE LIMELIGHT

"Simcoe" Baked Beans

have long since been in the limelight of public favor aad will continue to hold this prominent position by reason of their **unvarying quality, large quantity** and deliciousness. All good dealers should handle—our prices will interest you. See your wholesaler or write direct.

Dominion Canners Limited
Hamilton - - Canada

A Pure Vanilla Extract

WHEN you sell your customer a bottle of Shirriff's True Vanilla you do her a service. She gets a vanilla extract that is stronger than the Government's Standard for Purity—an extract that is sure to please and satisfy her.

Shirriff's

True Vanilla

and Shirriff's Lemon Extract, conform in every particular with the Dominion Government's New Pure Food Act. They are pure. They have a high percentage of alcohol. And they are aged until their flavor and bouquet are simply exquisite.

There's a good profit in each bottle you sell—and certain satisfaction to your customer. What more could be desired?

Imperial Extract Co.

Steiner and Matilda Streets

Toronto

Are You Ready

for the summer season with a good stock of E.D.S. Raspberry Vinegar, Grape Juice, etc., also Preserves, Jams, Jellies, Marmalades, etc.

It is good policy to always keep on hand a good supply of E.D.S. Products. Their purity is backed by the "Genuine" stamp of the Government Analyst.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

E D S

CLARK'S PORK AND BEANS

Plain, Chili, Tomato Sauce

Do you ever pause to consider, Mr. Merchant, which is the more reliable MONEY MAKER, the unknown brands which you may sell ONCE IN A WHILE, or the brand which the people KNOW and WHICH SELLS ALL THE TIME?

DO YOU NOT FIND THAT

Clark's Pork and Beans

ARE IN EVER INCREASING DEMAND?

May we tell you some reasons why? CLARK'S aim is to give the public QUALITY. This is accomplished only by using the very finest material and employing the very best methods of preparation.

CLARK'S extensive and continuous advertising is calculated to HELP YOU by keeping the public well informed at all times.

CLARK'S QUALITY RETAINS OLD FRIENDS.
CLARK'S ADVERTISING MAKES NEW ONES.
CLARK'S GOODS MAKE YOUR BUSINESS GROW.

WM. CLARK, - Montreal

HOW MANY CUSTOMERS HAVE YOU

who have not asked for H. P. Sauce? Our new extensive advertising is exciting a large demand and your customers are buying it—SOMEWHERE.

Wide-awake Grocers are making a leading line of

W. G. Patrick & Co., Limited, Toronto, Montreal, Winnipeg and Vancouver.
R. B. Seeton & Co., Halifax, N.S.
The Midland Vinegar Co., Limited, Birmingham, Eng.

H.P.

INCREASE YOUR SALES PROFIT AND PRESTIGE

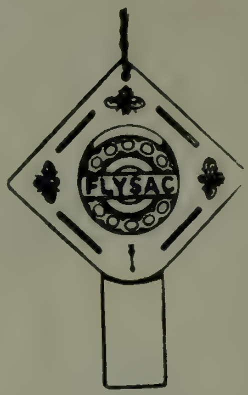
Sell the fly destroyer that does the work.

Flysac Flycatcher

Hermetically sealed. No leakage. Covered evenly with gum.

HODGSON SUMNER CO.
LIMITED
MONTREAL

Agents for Quebec, Ontario, New Brunswick, Nova Scotia and Prince Edward Island.



"Remarkable Value

considering others not as good are selling for more."

This is a remark overheard in a store when a customer called for ANOTHER TIN OF

GILMOUR'S ANTISEPTIC

HAND CLEANER

("The Yellow Tin with the Goods in")

Profit so Satisfactory. Repeats so Certain. Tin so Attractive. Work so Effective. You should order right now. Get sample at any rate.

THE GILMOUR CO.
604 Papineau Avenue, - MONTREAL

YOU KNOW FROM EXPERIENCE

that the summer season brings with it a steady demand for cooked and prepared meats.

To this end you cannot put in a stock that will satisfy the popular demand and give more universal satisfaction than Brand's Turkey and Tongue, Potted Bloater, Ox Tongue, Sliced Beef, and prepared Fowl of every kind.

Brand's Quality Products always satisfy. You can safely recommend any of the Brand line to your most particular customers.

Order from your nearest jobber.

Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye

Sockeye

SALMON

Buy—

SOVEREIGN BRAND
HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

"THE 1913 PACK"

We are booking orders for 1913 goods and have a full line to offer. Our pack is gradually being sold at the low prices quoted, and we would advise you to write us for prices, terms, etc. We can make you an interesting proposition on your 1913 requirements.

ALL GOODS GUARANTEED NO. 1 QUALITY

It will be to your interests to write us for prices. We can show you increased profits on your canned goods sales for this year.

KITCHENER BRAND OF CANNED GOODS

Our goods have the quality of the home-made article and every care is taken in the processing. Nothing but freshest fruits and vegetables used, and stringent cleanliness in every process.

OSHAWA CANNING COMPANY, LIMITED

Oshawa **Ontario**

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and *ATTRACTS TRADE.*

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

WALKER PATENTED BINS

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W. S. Silcock, 33 St Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

THE MARKET

Value of Promises is fluctuating—but the value of performances is pretty well fixed.

We do not sell electric coffee mills and meat choppers on the strength of what we are going to do, but on what we have done.

Let us talk agency to you. There is a market in your city for a high grade Electric, such as we produce. Why not arrange to secure this business. It would mean a nice revenue for you at the expenditure of only part of your time.

We also manufacture hand mills, and electric meat choppers.

Coles Manufacturing Co., 1615 North 23rd St., Phila., Pa.
AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL, England. **LONDON,** England. **MELBOURNE,** Australia.

CARSONS LTD.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW, Scotland. **SHORTWOOD,** (Gloucester) England. **LONDON,** England. **MELBOURNE,** Australia

Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS

P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal and Eastern Canada—Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

Nothing shortens the weekly cleaning-day like

DIAMOND CLEANSER

It makes the cleaning of sinks, baths, tiles, cutlery, kitchen utensils, etc., an easy matter —saves time and labor. It is absolutely **ODORLESS** and **HARMLESS** to the **HANDS.**

We also manufacture

DIAMOND WASHING POWDER

It is without an equal for washing laces and fine fabrics without injuring them, good for the weekly wash and for washing dishes, etc.

Satisfaction guaranteed **Ask your wholesaler for them.**

Diamond Cleanser Mfg. Co.
TORONTO **LIMITED** **ONTARIO**
LEADLAY LIMITED **Winnipeg Agent**

The Continental Bag & Paper Company, Ltd.

OTTAWA

Exclusive Bag Manufacturers

Selling Paper Bags is only a part of our Service.

We make it a point to include Best Quality and Strength and Value in every Bag of our Manufacture.

Require your Dealer to supply only

CONTINENTAL "GERM PROOF" BAGS

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.

BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

HELP HER WITH THE BAKING

The majority of women take great pride in making fine cake, bread or pastry. They like to have them of even flavor, baked thoroughly but evenly, and above all, tasty. Give them

WINDSOR TABLE SALT

and you make baking success more certain. Poor Salt means poor baking—everything goes "flat" after hours of work over a hot stove, and that means disappointment. Help the housewife avoid that.

CANADIAN SALT CO., Limited
WINDSOR - - - ONTARIO

You'll Find it Easy To Collect Your Accounts if—

—you do as many other merchants have now done—

One of these merchants installed a Barr Register system, and reduced his outstanding accounts from $3,000 to $500.

Now, all we ask you to do is to give us a chance to prove that it can do something like this for your business. Isn't this much at least worth while? If we cannot prove to your utmost satisfaction that it will do this, we are satisfied, and you are put under no obligation whatever. We want to have

You Use a Barr Register

not only because it will reduce your outstanding accounts to a minimum, but because it will do away entirely with the out-of-date system of rendering monthly statements which asks your customers to wait a month before paying their bills, and which in too many cases allows bills to run to such a large figure that the customer is not able to pay it, and in a certain percentage of cases, never does pay it.

If a statement were rendered to this customer when the account was small, the chances are you would have gotten your money. It is easier to collect the small accounts than the big ones. You know that.

Then, again, the Barr Account Register will save you money in your store because it will save bookkeeping. It will do away with the old daybook, journal and ledger method. It automatically keeps your accounts posted up to the minute. It does all your bookkeeping at one writing.

There is no other credit account system on the market just like the Barr. We can easily show you that it has not a near equal for efficiency and ease of operation. Let us show you how easy it is to collect accounts. Let us prove to you that the Barr Register will save money and increase your profits.

Simply use the coupon. Isn't it worth this much effort to make your profits larger?

Barr Registers Limited

Trenton, Ont.

BARR REGISTERS, LIMITED,
Trenton, Ont.

Gentlemen:

We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.

Name ....

Street and number..

City .... Province ....

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

A FEW BARRELS
Labrador Herrings
LEFT
$4.00 PER BARREL

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL
BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN,
WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE
BROKER and MANUFACTURERS'
AGENT.
'Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

CARDELL, NUTTING & FREE, Ltd.
Formerly
The Western Brokerage & Manufacturer's Distributing Co.
Commission Brokers, Customs Brokers and Manufacturers Agents. Shipments stored and distributed. Bonded warehouse in connection. Your business solicited.
222 Ninth Ave. West-Calgary, Alta.

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale
Brokers and Importers
Room 200, Bruner Block, First Street
West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

A want ad. in this paper will bring replies from all parts of Canada.

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | **MAIN 6433**
"We Have It" | **" 6434**
AFTER 6 P.M. GARRY 2163
Robinson & Co.
Magic Washing Compound.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave., Winnipeg
Grocery Brokers and Importers
Facilities for Stocking.
Ready to handle Foreign and Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
353-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED
C.F.ST.&Co
BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave , WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powedrs to the following address:—
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

Tartan BRAND

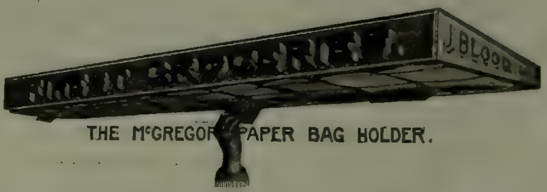
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**


THE McGREGOR PAPER BAG HOLDER.
J. BLOOD

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whisky has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

THE WILLIS DISPLAY STAND

will double your sales on green vegetables and double your profits on those sales.

Each tray revolves individually. The wire mesh in the shelves insures perfect ventilation and prevents decaying. The mist machine throws a fine spray which keeps the vegetables fresh and clean, giving them an inviting appearance.

Write to-day for complete description.

Let us show you how this stand is working for hundreds of dealers.

WILLIS MFG. CO.
GALESBURG, ILL.

Wholesalers or Jobbers: write for agency proposition.

RICE'S SALT

Salt, the commonest commodity in use in every kitchen in the country, should be of a quality superior even to anything else. This is so of Rice's. It is the finest in the land, and is made in Canada.

We ship promptly. Get our prices

THE NORTH AMERICAN CHEMICAL COMPANY, LIMITED
Clinton and Goderich, Ont.

PAYING LINES ARE WHAT YOU WANT. WE HAVE THEM TO OFFER.

EXTRACT OF MEAT

(IN JARS)

TURKISH DELIGHT

TEALETS A New Line which consists of all the necessary ingredients viz. tea, prepared milk and sugar for making a cup of tea.

SCHMOELE, RHODES & CO.
Established over 30 years
131 Wool Exchange - - LONDON, ENG.
BUYING AND DISTRIBUTING AGENTS WANTED

St. Lawrence Granulated

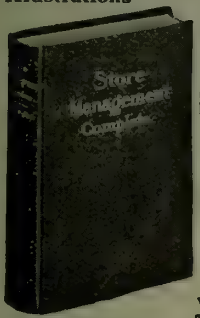
100% PURE CANE Sugar, put up in three different sized grains:

Red Label Fine Grain **Blue Label** Medium Grain **Green Label** Coarse Grain

The size of the grain of these several brands will never vary.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

THIS "AD." is for YOU to READ, MARK, LEARN and INWARDLY DIGEST.

So Will Your Customers Digest "KIT COFFEE"

once they have tried it.

Put a case into stock now, and prove what we say. Give your patrons a sample (samples are packed in every case). The trial will convince them of the "Kit" superiority—and their orders will come to YOU regularly in future.

KIT COFFEE CO. GOVAN, GLASGOW

ALEX. TYTLER, Temple Building, London, On..
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO. TORONTO

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS

36 Eastcheap, LONDON, England

CABLES "GOODINGITE LONDON," ALL CODES.

Represented in TORONTO by W. B. STRINGER

Furuya & Nishimura

on the 2nd inst. received samples of

NEW SEASON'S JAPAN TEA

being the very earliest picked leaf, of exceptional fine quality, and arriving in Montreal on above date is quite unprecedented.

By Royal Warrants of Appointment to
HIS MAJESTY KING GEORGE V.
HIS MAJESTY THE KING of SPAIN
HER ROYAL HIGHNESS THE CROWN
PRINCESS OF SWEDEN
and for 22 years
TO HER LATE MAJESTY QUEEN VICTORIA.

The Eating of Cairns'

JAMS, JELLIES, MARMALADES, ETC.

reveals the secret of their success. The fresh natural fruit taste of these delicious products is obtained by the use of good solid fruits, most carefully prepared by experts. Royalty, like the people in general, appreciate these delicacies. Quality goods hold and win trade. Add to your profits by pushing Cairns'.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND
Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

Century Salt

Are
You
Looked
Down
Upon

just because you sell an inferior quality of one of the most important household commodities—salt? Get on the higher plane of doing business and sell salt of undoubted purity—Century Salt. It is a perfectly distilled high grade salt for table or dairy. A trial will prove.

THE DOMINION SALT Cº Limited
SARNIA - ONTARIO

PACKARD'S BLACK "O" SHOE POLISH

a combination of the liquid and paste. Contains no turpentine.

UN LIQUIDE ET PATE COMBINES
Packard's Black "O"
LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

Write for illustrated price list.

L. H. PACKARD & CO., Limited, MONTREAL
JOHN J. GILMOUR & CO., Winnipeg, Western Agents for the Grocery Trade.

A NEW PACKAGE

8-lb. Box 3 Cr. loose Muscatel Raisins now in stock.

Your Customers prefer Original Packages, and your Net Profit increases.

LOW PRICES on 10s and 25s PRUNES (all sizes).
Car Just Arrived.

ARGO Deep Red Salmon, 1s, talls.
TALLY HO Med. Red Salmon, 1s, talls
CARNATION Pink Salmon, 1s, talls

We can save you 50c to $1.50 per case.

OUR SERVICE IS GOOD. **OUR PRICES LOW.**

Telegraph or Telephone your Orders.

LONG DISTANCE PHONE 2588.

We gladly pay the Charges.

H. G. SMITH, Limited

IMPORTERS **WHOLESALE GROCERS**

REGINA, SASK.

ROYAL
SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

It is a Mistake

for you to think that the one or two lines of jam you are handling are sufficient to meet all the requirements of your patrons.

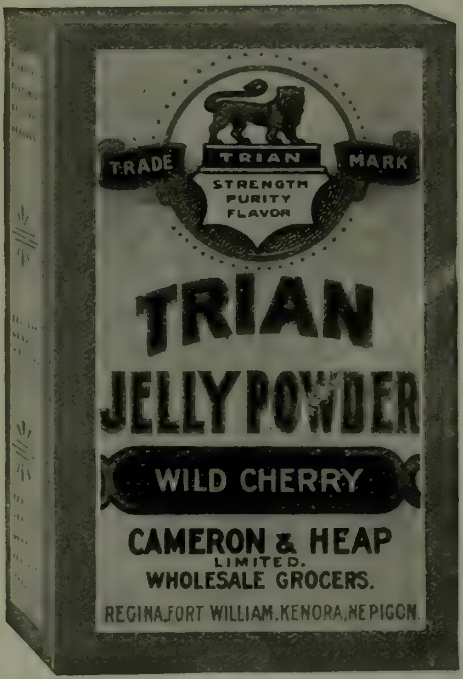
L. & B. BANNER BRAND

Jams, Jellies and Marmalades suit both the tastes and pocketbooks of the majority. They are **pure** and delicious—probably just what some of your customers are looking for.

Lindners Limited

340 Dufferin St., TORONTO
Phone Park 2985
REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
WESTERN AGENTS:
W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmontan.

QUALITY
THAT BRINGS THEM BACK



"TRIAN BRAND" JELLY POWDERS

please the most exacting palate—they are always selling.

Send to us your next order of groceries. Our location and facilities enable us to give you the most prompt shipment.

Personal interest taken in all customers, whether small or large buyers.

CAMERON & HEAP
LIMITED
WHOLESALE GROCERS
REGINA FORT WILLIAM KENORA
NEPIGON

It's not *the* "dead beat" that *this* register *is* built for, but for *the* careless customer. . . . . .

You will find when looking over your bad accounts that very few of them are those contracted by professional "dead-beats." Your tied-up money is the direct result of carelessness. If you let a "dead-beat" in on your books you can look to be "done" and "done good," for there is little or no way that you can be recompensed. Even jail will not get your money back.

Showing Electric Recorder and Cash Till

The McCaskey Register Stops Carelessness

With the McCaskey Register system you can keep tab on every charge account in your business—know right to the cent what every customer owes you. Every time a sale is made the one writing of the check gives your customer a record of her indebtedness to you without offending her. She knows how much she owes, and she knows that you know, too, with the result—she keeps paid up. The McCaskey system positively prevents indifference, which leads to carelessness, and from carelessness to a bad pay. It also keeps a check on the "dead-beat."
Send to-day for full particulars and find out just where you are at.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER Co.
LIMITED
TORONTO - - - ONTARIO
Trafford Park, Manchester, Eng

The Largest Manufacturers of Carbon Coated Salesbooks in the World.

GAINING IN POPULARITY DAILY

"Young Tom"

Washing Powder and "Glycerine Pumice" Toilet Soap

products of the Young-Thomas Soap Company, Limited, of Regina, are daily gaining the goodwill of households everywhere in Western Canada. High-grade dealers handle these quality lines, including also their Laundry, Toilet and Tar Soaps because they know that they never fail to give fullest satisfaction.
You will profit, Mr. Dealer, by lending your aid in placing these lines in the hands of your patrons.

YOUNG-THOMAS
Soap Co., Ltd.
REGINA, - CANADA

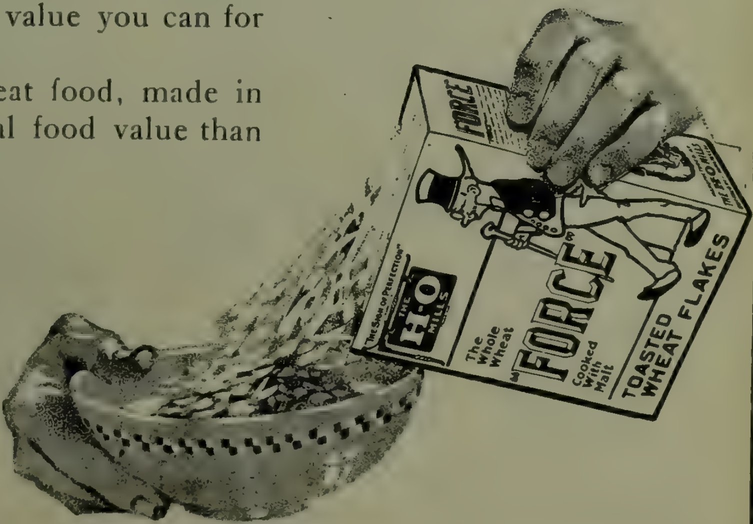
Exhibit at the first Convention of Saskatchewan Business Men.

FORCE—The Choicest Cereal in the World. Logically So!

As a grocer, you know more about food values than the ordinary person. You will, therefore, appreciate FORCE. You naturally want to give the best value you can for your customers' money.
"Force" is the best malted wheat food, made in flaked form and contains more actual food value than any other breakfast cereal. The Force process is as exclusive as the Sunny Jim trademark. Do all your customers know "Force"? Speak to them about it.

MADE BY

The H-O Company
HAMILTON



Teas, Coffees, Extracts, Spices, Jelly Powders, Canned Goods, Etc., bearing the

MOOSE BRAND

are highest quality in every particular. They can be relied on for purity, deliciousness, to give satisfaction, and to bring repeat orders. A trial will convince. Send in your order to-day.

ALL ORDERS SHIPPED THE DAY THEY ARE RECEIVED.

Moose Grocery Company
LIMITED
Wholesale Grocers
MOOSE JAW, - SASK.

Safe From Mistakes Safe From Fire

That's the way your accounts should be kept

A few of the advantages of using the Ullman Account Register are:

First:— Your bookkeeping costs you nothing, and it is done correctly.

Second:—Your accounts are safe from fire, that's important enough to think about.

Third:— When you close your store at night you have the satisfaction of knowing that all your customers' accounts are posted up to the last cent. Write us to-day.

Live salesmen wanted in some localities.

The Hamilton Ideal Mfg. Co., Ltd.
Hamilton, Ontario

INDIA **CEYLON**

Neither Indian nor Ceylon tea alone produces the Red Rose flavor

To produce a tea with the "rich full flavor" of Red Rose Tea from either Ceylon or Indian teas alone is **impossible,** because neither variety in itself possesses all the qualities of strength, richness, delicacy and fragrance. **Each** has its own pecular qualities, but **each** has its weaknesses.

But our expert Red Rose blenders, men who have been tasting and blending teas all their lives, select the right grades of strong rich Indian teas and delicate fragrant Ceylon teas, and produce Red Rose Tea—a tea with such a remarkable combination of strength and flavor—a tea so different and better than any Indian or brand of Ceylon alone, that its unique success has been the outstanding feature of the tea trade.

Red Rose Tea

"is good tea"

Head Office: ST. JOHN, N.B.
Western Branches:
Winnipeg, 156 Lombard St.
Calgary, 322-326 Ninth Ave. W.

T. H. Estabrooks Co., Ltd.
7 Front St. East, TORONTO

N
S
E
W
WEST IS A LONG WAY FROM EAST

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered.

Write us about your particular needs in this direction.

IT PAYS TO USE THE

REGINA STORAGE AND FORWARDING COMPANY
LIMITED **REGINA**

Makes Friends for you.

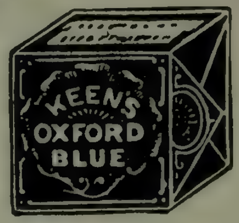
"GIPSY" is a millionaire—in friends, the every-day customers upon whom you depend for the larger portion of your profits. Why is this? Because everything that goes into it is of the best. Nothing is too good for "GIPSY." Purchasers soon find "GIPSY" and "EXCELLENCE" are interchangeable terms. When Black Lead is asked for give them

GIPSY STOVE GLOSS

and let it make friends for you.

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE. The blue that insures snowy white laundry and because of its strength, its use is the truest form of economy.
Recommend it to the new housewife, the older folks use no other.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal
30 Church Street, Toronto

Agents for the Dominion of Canada

ARTISTIC COLOR POSTER
Creating Consumer Demand

The Canada Starch Co., Limited
Manufacturers of Edwardsburg Brands
CARDINAL, - BRANTFORD

28c to 32c per lb., according to size and quality.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 20	0 21
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24
Broilers, milk fed, frozen, per lb.	0 28	0 32

TORONTO.

PROVISIONS.—An advance of from ½c to 1c has this week taken place on most hams and salt meats. Some packers outside, it is stated, wouldn't sell a ham under 20c. The whole situation consists in the scarcity of hogs. One dealer states, "There don't seem to be any hogs in the country, or if there are, they're not being offered very plentifully. Farmers must have them stowed away under their barns." With mill feeds at such a low mark farmers find it a paying proposition to hang on to their hogs and fatten them rather than shoving them early on the market.

HAMS—		
Light, per lb.	0 19	0 20
Medium, per lb.	0 19	0 19½
Large, per lb.	0 16½	0 17
Cooked, per lb.	0 28	0 28½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15¾
Long clear bacon, heavy	0 15	0 15¼
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
SAUSAGES—		
Bologna, beef, per lb.	....	0 07½
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	0 13	0 16
Sausage, small, per lb.	....	0 09½
Sausage, large, per lb.	....	0 09
Summer sausage, German, per lb.	0 22	0 25
Wieners, per lb.	0 10	0 15
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—Drop of fully two cents has been made in price of fresh creamery this week. Farmers' separator is quoted 1c lower, and dairy solids 2c lower than last week. Make is heavy, so that there is little chance of market recovering itself. Further declines are expected until fresh creamery reaches a 22c basis, at which time dealers will begin to consider storing away for next winter. One feature which will likely tend to keep prices up, however, will be gambling on new tariff. Grass makes are beginning to appear more freely, but as yet have made no special feature on market.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 28
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 25
Dairy solids	0 18	0 20

EGGS.—Montreal paying a higher price than Toronto has caused the former to receive the big share of eggs during past week, and as result prices are likely to ease off there. It is understood here that stocks in Montreal on May 1 were three times as heavy as year ago at same date. Thus prospects for cheaper eggs are brighter this week.

Eggs—		
Strictly new laid, per doz.	0 20	0 22

CHEESE.—Market on both old and new is easier this week, and is expected to continue easier for some time. Prices on new have dropped from ¼c to ½c. Cheese boards outside are quoting from 11c to 11¼, so that prospects are for even lower cheese yet. Prices now are below last year's level.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15¼
New, large	0 13	0 13½
New, twins	0 13½	0 14

POULTRY.—Inquiry is being made for fresh broilers, provided they weigh 1½ lbs. per bird. These are worth from 35c to 40c delivered here, and sell out when dressed at from 50c to 60c per lb .

Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

How Hog Products Have Been Advancing

Table of Comparison Shows Some Substantial Advances Since May, 1911—Farmer Getting $3.50 Per Cwt. More for His Hogs Than Two Years Ago—This Explains Reason for Rise in Hams, Bacon, Lard, Etc.

The accompanying table which gives in comparison the prices on pork products and hogs for the second week of May in this and each of the past two years, reveals many interesting facts. Prices have steadily advanced throughout the two years, only two cases being given where prices on any article were lower one year than the year previous. These are shoulder hams which were ½ cent per lb. lower, and heavy mess pork which was $1 per barrel lower in May, 1912, than at corresponding period 1911.

The whole situation undoubtedly lies in the comparative condition of the hog market. In May, 1911, hogs were selling at what would now be considered the very low price of $5.75 f.o.b. Comparing this with $9.25 to $9.35 of last week reveals a difference of at least $3.50 per cwt. Corresponding with this, taking the difference between lowest prices quoted, the increase for the same time has been on light hams, 3½ cents, on cooked hams, 6 cents, on plain backs, 5 cents, on breakfast bacon, 3 cents, on long clear bacon, 4½ cents, and on pure lard in tierces, 4 cents.

In second week of May, 1911, lard declined ½ cent and an easy feeling prevailed all through the provision market owing to an attempt being made to get pork products down to an export basis.

A steady market with general tendency towards a slight advance was the feature in 1912. At that time lard also dropped ½ cent in Montreal owing to overstocked market, but an advance of a fraction of a cent had been made the week previous on many lines of provisions. Hog offerings were again liberal.

This year, with prices on corn, and all mill feeds low, farmers have found it a paying proposition to go in for hog-raising and fattening. Accordingly they have held back their offerings and prices have soared.

On hog products, prices have gone up in proportion, this year showing a good substantial advance on all lines, without one exception, over last year. General tone of the market, too, is one of firmness. Lard continues firm with advancing tendency and with prospects for a good summer demand ahead, all other lines are correspondingly firm.

	1913.	1912.	1911.
HAMS—			
Light	0 18½— 0 19	0 17½— 0 18	0 15 — 0 16
Medium	0 18 — 0 18½	0 17 — 0 17½	0 14 — 0 15
Large	0 16½— 0 17	0 16 — 0 16½	0 12 — 0 13
Shoulders	0 13½— 0 14½	.... — 0 11½	.... — 0 12
Cooked	0 26 — 0 28	0 25 — 0 26	0 20 — 0 21
BACKS—			
Plain	0 23 — 0 24	0 19 — 0 20	0 17 — 0 18
Pea meal	0 23 — 0 24	0 20 - 0 21	0 17½— 0 18½
BACON—			
Breakfast	0 19 — 0 21	0 18 — 0 19	0 16 — 0 17
Roll	0 15½— 0 16	0 12½ - 0 13	0 11 — 0 11½
DRY SALT MEATS—			
Long clear bacon, light	0 15 — 0 15½	0 13 — 0 13½	0 10½— 0 11
BARRELLED PORK—			
Heavy mess pork, per bbl.	22 00 —23 00	19 00 —20 00	20 00 —21 00
Short cut, per bbl.	27 00 —28 00	23 50 —24 00	23 00 —24 00
LARD—			
Pure, tierces, per lb.	0 14 — 0 14¼	0 13½— 0 13¾	0 10 — 0 10¼
Compound, pails, per lb.	.... — 0 11	0 09¾— 0 10¼	0 09¾— 0 10¼
HOGS—			
Live, f.o.b., per cwt.	9 25 — 9 35	.... — 8 40	.... -- 5 75
Live, fed and watered, cwt	9 60 — 9 75	.... -- 8 70	.... — 6 05
Dressed, per cwt.	.... - 14 00	11 75 —12 25	8 50 - 9 00

Table of comparisons on wholesale price of hog products in May during past three years.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz...	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—

Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90

Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes..	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers , No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

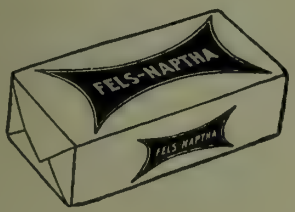
Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.: Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

One of the Chief

causes of the success of Fels-Naptha soap with the grocery trade was its distribution without any prizes, premiums, schemes, and other nuisances.

A steady, satisfactory sale and assured popularity were greater premiums.



"Mamma Wants Jell-O."

A cheerful grocer is he who has profited by the discovery that it doesn't pay to stock up with unsalable goods that only encumber space and kill time.

Nothing like unsalable goods to kill time and cut off profits.

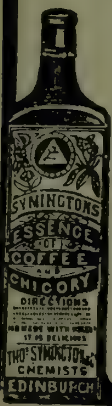
JELL-O

keeps moving when other goods seem to form an attachment for their quarters and settle down for a long and quiet stay.

Jell-O is "America's most famous dessert," as all housewives and grocers know.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.



SYMINGTON'S COFFEE ESSENCE

will satisfy your most discriminating customers. It is prepared from the choicest Coffee, and is the only Coffee Essence that retains the flavor and fragrance of the Coffee Bean. Its economy and handiness make it indispensable to every housewife.

Thos. Symington & Co., Edinburgh and London

AGENTS :— Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co , Montreal. Vancouver and Winnipeg—Messrs. Shallcross, Macaulay & Co.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 cts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ⅞ FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07⅓
Box, 25 lbs., loose	0 07

DUFFY ⅞ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00
Frs. "Petit" Peas.	
Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.	
4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06
Globe Brand.	
5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 80
Straight.	
Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

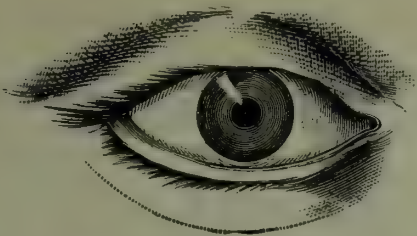
FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



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and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world— the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

"Star Brand"

BACON

Good Bacon is worth more than poor Bacon and all Bacon just now is high in price. Good Bacon, however, is worth the price, while we doubt if poor Bacon is cheap at any price. The prospects are that prices will be high this season, because the demand is increasing, while the supply appears to be growing less. We would advise buying as your requirements demand; buy the best and buy only the "Star Brand."

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

SOMETHING WORTH KNOWING

You can recommend

UPTON'S PURE FRUIT JAMS

as an absolutely pure fruit product—far more palatable than most jams—and can be sold at an attractive price to your customers.

Are you selling them

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HAMILTON, CANADA

SPECIAL

ONION SETS

Express Charges Paid

Yellow Dutch Set Onions	$9.00
White Dutch Set Onions	9.00
Shallots	6.00

POTATOES

Ex-Warehouse Toronto

	Per bag
Early Ohio Potatoes, choice stock	$1.75
Early Eureka, Potatoes, choice stock	1.60

Geo. Keith & Sons

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Toronto -:- Ontario

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TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

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—Get our quotations.

Prompt shipment assured.

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Owen Sound, Ontario

When you cannot go down to your wholesalers and examine personally what you buy—then you have to phone, wire or write. That's when you should appreciate the sterling quality and reliability of Tracuzzi's brands of Lemons.

"St. Nicholas"
"Home Guard"
"Queen City"
"Puck"
"Kicking"

and mention them in your order.

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Agent

Toronto, - Canada

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The dainty, delicious dessert sold by leading grocers from coast to coast, and always in season.

Nation's Egg Powder

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Winnipeg, Man.
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Samples free by post.

Agents wanted in all towns.

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Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

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When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

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WESTERN RETAILERS ORGANIZE

Exterior view of the Regina, Sask., City Hall, where 600 Saskatchewan business men met in conference last week and formed an Association.

At what was probably the largest gathering of merchants ever held in Canada, a Saskatchewan Retail Merchants' Association was formed last week in Regina. Almost 600 delegates attended from all parts of the province and for enthusiasm no meeting could have been more marked. One of the best and most far-reaching results will be a more careful system in the extension of credits throughout the province. In fact many dealers have been induced by the discussion to sell for cash in future.

A pleasing feature of the convention was the length of time given to treatment of business problems such as buying, selling, extending credit and cash system. Too often the entire time of gatherings of this kind is taken up in discussing only legislation affecting the trade. Bright things are in store for the men who have become associated with this new organization if every one—officials as well as those in the ranks—will lend their best efforts to its success, at home as well as at the annual conventions.

Special Staff Correspondence.

Regina, Sask., May 13.—The West has a reputation for large things, and it, therefore, seemed likely that the gathering of Saskatchewan business men, arranged for Regina, would prove a thorough success. It is doubtful, however, if even those who worked so hard to make possible this series of meetings had any idea that the retailers would attend in such large numbers, or that they would show such great enthusiasm. It is doubtful, indeed, if a better business gathering has ever been held in Canada. Nearly 600 dealers registered, and at no session did the numbers in attendance fall below 300.

This large attendance, the care with which the programme had been arranged, the thorough study given their subjects by the various speakers, and the Western vim which all present showed in taking part in the various discussions, made the gathering exceedingly profitable. What the full outcome will be, of course, remains to be seen, but certainly all in attendance got ideas which can hardly fail to be of the greatest value.

Take it for all and all, probably the note struck in favor of a cash system was the feature of the Convention. A number of those present declared their intention of adopting this method of doing business. Others determined to watch credits more carefully.

An Association Formed.

The great result of the gathering as far as it can be seen now was, of course, the formation of a Saskatchewan Retail Merchants' Association. This is affiliated with the Dominion Association, the charter secured by Saskatoon merchants some little time ago having been handed over to the new provincial body.

At the final meeting of the Convention, officers for the Association were elected as follows:—President, J. F. Bole, of Regina; 1st vice-president, F. J. Agnew, of Prince Albert; 2nd vice-president, W. W. Cooper, of Swift Current; treasurer, J. L. S. Hutchinson of Saskatoon.

The selection of a paid secretary was left in the hands of the officers, who met Wednesday evening and appointed H. J. Robinson. Mr. Robinson has been acting as secretary for the Retail Merchants' Association of Saskatoon.

Already it has been evidenced that the Saskatchewan retailers intend taking a hand in the making and amending of laws. At one of the Convention sessions Norman MacKenzie, K.C., of Regina, delivered a striking and remarkably practical address on Commercial Law. He suggested two or three reforms for which the retailers might commence work at once, and the newly-appointed executive of the newly-formed association wasted no time in considering the best means of securing these reforms. It seems likely that the Provincial Government will hear from this body before many months have passed.

A General Vote of Thanks.

At the final meeting, where formation of the provincial association was the main item of business, W. C. Painter, of Tantallon, seconded by H. R. Veals, of Ituna, introduced the following resolution of thanks:

> "That this Convention extend a hearty vote of thanks to the cities of Regina and Moose Jaw, the Press, the committee in charge, the several speakers, and all those lending assistance toward the bountiful provisions made for our entertainment and instruction. That we, the retail merchants of Saskatchewan present, appreciate this, and will endeavor to do our part towards the attainment of some of those ideals pointed out by the various speakers redounding to the benefit of ourselves, our customers, our province and our own fair Canada."

This was enthusiastically passed, and A. M. Nicol, who had acted as secretary during the entire Convention, was called upon to reply. It was, he believed, the general opinion of the outside public that never had a more business-like gathering been held in Saskatchewan. He hoped that at some later date the association would meet in the capital city again .

Question of Affiliation.

The actual work of forming the association at once started a discussion as to the advisability or inadvisability of affiliating with the Dominion body.

W. C. Painter held that there was nothing to be gained by connection with the Dominion organization. He remembered that the Dominion body had sent 500 members to Ottawa opposing a co-operative Act which had really been in the interests of the farmers of the West, and so indirectly of the Western merchants. It was finally decided, however, that the association's influence in Saskatchewan would not be decreased at all were it to affiliate with the Dominion body, and that the outside influence might be greater. This conclusion being reached, the election of officers at once proceeded, J. L. S. Hutchinson, of Saskatoon, proposing F. J. Bole for president. The suggestion was received with enthusiasm, motion at once being made that nominations be closed.

"I don't accept this position lightly," said Mr. Bole, in thanking the delegates for their confidence in him, "but I do feel so sure that good work can be done by this organization that I think I am justified in taking the office. We can be a great factor in bettering the conditions of the whole country.

J. F. BOLE, M.L.A.,

of the Regina Trading Co., unanimously elected President of the newly organized Saskatchewan Retail Merchants' Association. This picture was taken some years ago.

"This is a representative gathering," continued the new president, "and I hope the policy will be adopted of shifting the conventions from centre to centre, so that all will get the greatest benefit. In conclusion, I would say that I intend to give the time necessary to make this association a success."

Moose Jaw Next Year.

F. J. Agnew, 1st vice-president, and W. W. Cooper, 2nd vice-president, and J. L. S. Hutchinson, treasurer, were quickly elected, when arose the question as to the next place of meeting. The merchants of Moose Jaw had been exceedingly helpful in making the present gathering a success, and it was felt by a good many that they deserved the honor of the next Convention. On the other hand, a number believed the gathering should next be held in the north, and Saskatoon was mentioned. The Saskatoon delegation would like to have had the gathering too, but showed themselves good sportsmen by stepping down and themselves proposing that Moose Jaw be the next meeting place.

A wire was received from the Mayor and the president of the Board of Trade of North Battleford urging that the Convention meet there in 1914, but on a vote it was determined that Moose Jaw should get the gathering.

The proceedings of Monday afternoon were largely formal, yet even in the addresses of welcome—too often mere expressions of good-will—notes were struck which gave evidence that the convention would be one of the greatest importance. It became apparent that the men had gathered not only with the object of hearing others speak, but of voicing their own opinions upon the various matters. It became evident, indeed, that there would be some high thinking and plain talking.

S. G. Burton, chairman of the committee which has for some time been preparing for the convention, very briefly opened proceedings. The gathering, he thought, a happy idea. There are subjects of vital importance to business men. This year these have been more important than usual. At the convention many of these subjects were to be treated carefully, and good could not fail to result; but the greater good would come from a free discussion upon these subjects.

The City's Welcome.

Mayor Martin, extending the civic welcome remarked that he could not give the delegates the key to the city, as is sometimes the custom. "There is no key," he stated. "The city isn't locked. It is yours. It is open to all."

Speaking upon the direct object of the convention—upon which, as a retailer he was thoroughly qualified to talk, the Mayor referred to the difference in the merchantizing problems of the West from those of the East. "We are a country in the making, out here," he said, "I think Saskatchewan is the richest province in the Dominion. If not at once, yet in latent wealth. But we are keeping our eggs too much in the one basket. We are too much grain growers. I'm glad the question of diversification is going to be taken up."

H. G. Smith, president of the Regina Board of Trade, and one of those who conceived the idea of the present gathering, referred to the splendid work done by Mr. Burton, and those with him on the committee which arranged the programme. He referred, especially, however, to the half hour's discussion which would follow every paper. That discussion, he thought, would be of the

Group photo of some of the delegates at the Regina convention. This, however, does not show more than half of those in attendance. As there was a reception at Government House for the lady visitors when this picture was taken, only a few of the feminine sex are in it.

greatest value. If the delegates did not make it so it would be the delegates own fault. "Freight claims are going to be treated by a railway man," instanced Mr. Smith. "Let this man hear of your own cases. Tell him of your delays if you have suffered. Let us put our case clearly before these people. It is the only way we will derive the benefit we want.

"The question of Insurance is also coming up. Something may be said of a uniform policy. Let us talk over carefully the advisability of that.

J. F. Bole, welcoming the delegates on behalf of Regina's retailers, jumped right into his favorite subject of credit. On this, or rather on the inadvisability of giving, or taking credit, Mr. Bole feels very keenly. His remarks were received with an enthusiasm which showed how many feel with him, even though they may as yet have been unable to adopt the cash system.

Retailer Next to Farmer.

"At election time," said Mr. Bole, "we all get out and say what a big man the farmer is, and how he has built up the province. This is true, but next to the farmer the retailer is the man who has most helped.

"I'm one of those who has changed from credit to cash. Some say that credit must be given, but I say that if so the retailer should not do it with no security, and let the implement man get all the security.

"I hope," continued Mr. Bole, "that out of this convention will grow a big strong, retailers association. I won't agree to fixing prices; don't believe in it. But I do believe there are many objects we can accomplish by uniting—this question of credit is one of these. I personally do not think that any man in a large centre is justified in doing a credit business. To change to cash is only a matter of a month's adjustment. Your customers soon get the new idea. In smaller places, perhaps, credit must be given, but if so let us get some way of securing ourselves."

THE QUESTION OF BUYING.

Following an address upon buying from the retail point of view, delivered by H. Snell, of Moose Jaw, arose one of the many interesting discussions of the convention.

Is it best to buy from the traveler or to go down to the market?

How often should a stock be turned over?

Would collective buying prove an advantage?

These and many other equally important points were raised, and so free was the discussion, and so animated, that D. B. Detwiller, of North Battleford, the chairman of the evening, had his hands full to see that all got their opportunity to put a query, or to state their experiences.

A buyer, Mr. Snell brought out, must know his departments. He must know what the business can do, and he must have his finger on the pulse of the community. He must know the demand. Only when the buyer can properly coordinate the wants of the business and of the trade is he successful.

Certain steps can be taken to assist the buyer. Records are of value, and records should be kept. It is well to have a maximum and a minimum amount fixed for staples. Then the stock of these will never be exhausted. Neither will it ever be so large that too much capital is wrapped up.

One of the best ways to determine what to buy as brought out by Mr. Snell is to take the advice of those who are selling. Travelers should know what is moving well elsewhere. They can give useful information.

Study Trade Paper for Markets.

A buyer must know the market. How is he to get the information. "There is no better way," said Mr. Snell, "than through the trade papers, which thoroughly go into this, and which deal with conditions likely to affect the market."

The best buyer, it was pointed out, is not necessarily the man who gets the cheapest goods—rather is he the one who gets the best goods and the right goods. He can only get this desired result by remembering the retail selling end, and he must not be handicapped by bad credit. If a buyer is to do the best work, his firm must keep its credit high. The concern must have a reputation for paying cash, or for paying promptly.

Initiative is another asset of the good buyer which Mr. Snell emphasized. "A man must be ever on the look-out for new lines which will be trade winners for the staple lines. That promotes the general turnover."

In opening the discussion the chairman summed up the address as one which had clearly brought out the desirability of a buyer getting the closest prices, the best goods, and the best goods at the proper time. In a sentence this did summarize the remarks, but Mr. Snell had started those four hundred retailers thinking, and the questions and comments came thick and fast.

Frequency of Stock Turnover.

"How often should a general stock be turned over in a year to make a profit? asked J. F. Bole.

"That," said Mr. Snell, "depends largely on the profit. You might turn it once and make a good profit. You might turn it four times and make none. I think though, that a stock should be turned at least three or four times.

"Yes," commented Mr. Bole, "but I think it is the exception when a stock is turned three or four times and money is lost. My experience has been that turning twice means losing money. Turn the stock 2½ times and expenses are cleared. Turn it four time and you make a good profit."

W. C. Paynter, of Tantallon told of his own experience. "I do about $50,000 business," he stated. I carry an $18,000 stock and turn it about three times."

"The difficulty with the country stores," said Hr. Granger of Creelman, "is that while we turn over groceries, there are some lines which can not be turned over often. The question is, should we keep that class of goods at all? What turnover should you have to justify you in keeping these goods?

While not exactly answering this query, Mr. Curry's remarks bore directly upon it. "In dry goods especially," he stated, "styles change and one is left with a dead stock. These lines, I think, should be bought in small quantities.

T. G. Agnew, of Prince Rupert, brought the subject around to the proper rate of profit." "In the West," he said, "Money is worth about 10 per cent. without any risk. So when a man is taking the risk of business he should get from fifteen to twenty per cent."

This led Mr. Evans, Secretary of the Retail Grocers' Association of Prince Albert to refer to collective buying. "Cheap buying," he said, "makes cheap living. Collective buying enables men to get better discounts, so they can either sell for less or reap a better profit —perhaps a little of both."

"I think that is the right chord," approved W. C. Paynter. "In the Eastern part of Saskatchewan we club in with the merchants of Western Manitoba." The venture, Mr. Paynter went on to state, had been a success, until the Secretary had gone into the real estate business, "and it was all off."

From Traveler or House?

"There are two systems of buying," stated ex-mayor Smith, of Regina, "one is from the travelers, the other from the house. Now can we do better by buying from a reputable man representing a reputable house, or by going down to that house?"

This, it appeared, was a point upon which there was considerable difference of opinion. "As a general rule," said Mr. Snell, "I think we can do as well with the traveling representatives. In some cases it is possible to get goods which are hard to secure from the house, and always it is possible to get a certain amount of service. Personally I would hesitate to buy from a house which would not give as good prices through its traveling representatives as it would to the man who went direct."

A different opinion was held by Mr. Little of Regina. "It is better by far to go to the market in the majority of cases," he said. There are certain lines manufactured by concerns which do not cover the territory. Perhaps for this very reason they can give better prices. Go into the wholesale or manufacturing plant. Get quotations and select the best and the cheapest. Get staple lines from the travelers, but it is a strong point for the buyer to go to the manufacturer. He can see how the goods are made for one thing, and then he gets in closer touch with the manufacturer and the jobber.

Believes in One Creditor.

"There is another point in this connection," stated Mr. Bole. "We should keep within our working capital. We should get enough from the bank to pay cash for the stock. Don't be under any compliment to the wholesaler. We should be in the position to tell them to go to Halifax. There is no antagonism, but we are all after our own end of the game. So to buy to the best advantage we need working capital, and we need to keep within it. We should have only one creditor—the bank.

"As retailers," continued Mr. Bole, "as distributors of merchandise, we should run our own business, and not let the public run it. Do your own costing. Figure out what you must get to make a nice profit, and figure carefully. The man who says he can do business on 10 per cent. shouldn't be in business. He should be in the asylum. Rents are up. Salaries are up. Then the cost of doing business varies. There are years when it is necessary to expand. One year cost us 22 per cent. The next the expansion had come and we reduced our cost to 17 per cent. I do not know what your costs are, but I doubt if there is one man in the country doing business at less than 15 per cent.

"An American said to me only today," continued Mr. Bole, "that there is not one man in Canada who knows anything of costing. That is untrue, but it is true that there are not enough who know costing thoroughly. Often we don't figure interest in costing. If it is costing us 15 per cent. to do business, we must put on more than 15 per cent. Play the game fair. Do all possible to give good service, but know what goods cost—what the overhead charges are—and if any man lets every Tom, Dick and Harry tell him what credit he is to give, or that he must sell at a certain price because someone else gives that credit or sells at that price, then there is failure ahead."

TUESDAY MORNING SESSION.

Western Freight Problems.

Generally speaking, there are but two classes of people in Canada as far as railways are concerned—those who run them, and those who run them down. When representatives of these two classes meet to discuss the subject of transportation an interesting session results. This proved to be the case at the Regina convention.

Tuesday morning's session was given over to the question of transportation, generally, and to the securing of claims in particular. Two railroad men braved the lions in their den, and spoke. Then the lions—the Saskatchewan retailers—had their say. There was no mincing of words, and little dodging of issues; and best of all as a result of the conference certain beneficial changes have been promised, and generally the procedure necessary to secure claims is much better understood.

D. C. McDonald, Division Freight Agent for the C.P.R. at Regina, had, in what he called a moment of weakness, consented to address the retailers on the general subject of Freight Transportation and Traffic.

The history of transportation, Mr. McDonald pointed out, is as old almost as the world. Moses was interested in this business, he having contracted to conduct the Children of Israel to the land of Promise. "It is reported," remarked Mr. McDonald, "that he had some trouble with washouts."

Transportation, it was urged, is of the greatest importance. It brings together the producer and the consumer. It is second only to farming. Indeed in Western Canada the products would be practically useless were it not for the transportation facilities which take them to the market.

Transportation, Mr. McDonald continued, opens up the country. It is

(Continued on page 34.)

Creating Larger Demand

METHODS ADOPTED FOR SELLING FRESH GOODS

The selling power of artistic display is well brought out by the standpoint which Hood and Benalick, of Guelph, Ont., take on this question. Every time a fresh shipment of jams, olives, bottled goods, etc., is received, this firm makes a practice of arranging in one window a display of the line just in. The attention of their customers is always drawn to the fresh stock by the sales clerks so that gradually their customers come to look in the window for what is new and fresh, and to depend upon articles displayed there being fresh.

The same policy is followed out with regard to fresh fruits and vegetables. For example, upon receiving asparagus, a platter display is arranged on the front counter, made up of asparagus in water, some greens, and a large card stating the price and the fact that the asparagus has just come in. "People are bound to see this," Mr. Hood claims, "and if they don't make some remark about it we call their attention to the display."

When out taking orders one practice continually followed is to mention what is new, and in for the first time in the season. As there is something coming in new almost every week throughout the spring and summer months, Mr. Hood has no trouble in finding something new to present before his customers each week.

* * *

AVERAGE NET PROFIT OF $3,300 IN 24 YEARS

Writing on the possibilities of the retail grocer in the matter of creating sales for new goods, a middle Western Canada dealer gives some strong evidences of how sales can be increased in this way.

"We feel," he writes, "there is no question that the retailer can create demand. This is our experience with many special lines we stock."

Among the articles particularly mentioned were baking powder, coffee, cocoa, flavoring extracts, dried fruits, molasses, laundry soap, yeast cake, etc.

Seventeen years ago this firm began pushing a certain brand of baking powder because they considered it of good quality and that it ought to be a good line. "Our sale of other brands combined probably does not exceed twelve dozen a year," they claim. With coffee it was somewhat the same. They pinned their faith to a particular line of bulk goods and one in 5 and 10-lb. tins and have worked up quite an extensive trade. For 22 or more years they have concentrated on a certain line of flavoring extracts so that now their trade is confined solely to this brand.

Sales in dried fruits have been greatly increased by installing electrically driven machinery for thoroughly cleaning these goods. "Some people," they write, "who have left the city and moved to places at a considerable distance have thought enough of these goods to send to us for them at Christmas time and pay express charges on them."

Laundry soap is bought in car load lots, so great a demand has been worked up for a particular brand. The selling power of the firm was put behind this line some years ago, and the results have proven that a retailer who has confidence in an article and knows it to possess quality can readily create demand for it over and above what may be asked for.

In selling ground spices, it is found that when put up in sifter top cans they are appreciated.

These are all evidences of the power of the man to sell goods who comes face to face with his customers. "We think," adds this Western firm, "that where one can guarantee the quality of any article there is not much trouble selling it." This concern has been in business in a live prairie city for 24 years. It is understood they have made in that time a net profit of $80,000 which is an average of more than $3,300 per year for every year, good and bad. Two partners have already retired comfortably from the business and the third also wishes to retire now and is offering the business for sale. It would certainly appear as if here were a business operated on the correct principles that extra demand must be CREATED if any pronounced success is to be made.

* * *

CREATING DEMAND FOR THE HIGH CLASS LINES

That there are large profits in catering to high-class trade, and in handling quality goods is shown clearly in the store of Geo. Williams, Guelph, Ont., the grocery department of which is under the management of J. R. Pears. Mr. Pears states: "We live practically on specialties and are prepared if necessary to carry on only a specialty trade. On such lines we can always demand a good price and are sure of rendering satisfaction from goods sold."

To sell quality goods Mr. Pears contends that every clerk must become what he terms a 'sales artist.' For this a thorough knowledge of the goods handled is necessary, and for this knowledge Mr. Pears goes frequently to the travelers. "They," he states, "are supposed to know, and we ought to know." With this idea a list of questions is generally stored up mentally for every traveler who comes to the store.

"If a customer enters this store prepared to spend two dollars," states Mr. Pears, "then its up to the sales clerk to take two dollars from him, but being careful to do it in such a way as to insure satisfaction. Quality goods must be talked continually. That is where power of salesmanship comes in. "With preserved gingers, for instance, we have to talk the different methods of preserving the cheaper and better grades, show how they are put up, how used, and the difference in quality, in order to build up a demand for the higher class line.

"In all this, however, there is just a danger of a sales clerk becoming too aggressive and giving offence. You can't sting a customer more than once. For this reason a careful study of people in general is necessary. A sales clerk must learn when "no" from a customer is final.

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EFFECT OF NEW SUGAR TARIFF.

For the first time in three and a half months prices of refined sugar have made a change in Canada. It went down 20 cents per hundred pounds on Tuesday morning, following close on the heels of the new tariff schedule announced by the Finance Minister in his budget speech the day before. Not since the last week in January has there been a change. Then it declind 10 cents following a previous reduction of 15 cents per cwt. earlier in that month.

Sugar is now at $4.40 on Montreal basis, as compared with $5.35 at a corresponding date a year ago—almost a cent a pound cheaper. It is now at the lowest figure in over two years. Last year the lowest price was $4.75. The last time sugar was at $4.40 was in January, 1911. In the same month it dropped to $4.30 and in February went down to $4.20, but only for a brief spell. It then began to climb, reaching the high water mark of $5.85 in September, 1911—the highest point in 22 years.

The effect of the new tariff, which is explained elsewhere in this issue, will be towards lower sugar in the future. In fact the twenty cent. reduction just about marks the basis on which the market will be considered as compared with the past. This does not, of course, mean sugar will always be as low as at present or lower. As in the past, it must conform to the crops, the supply and demand; but the basis of quotation will always be lower.

The tariff change went into effect on Tuesday and includes both British preference and the general duty from forign countries as far as raws are concerned and foreign countries only with regard to refined. That means that Canadian importers will pay less for refined when buying from foreign countries, but as there is little of this imported it will have practically no effect on the market at present, at any rate.

But in the case of raws, the effect is immediate. In 1912 Canada imported 585,801,492 pounds, or 261,518 long tons of raw sugar. The tariff has been reduced on this both from foreign countries and British Possessions. From the former it has been reduced from 83½ to 57¾ cents per hundred, and in case of the latter from 52½ cents to 40¾ cents. This applies to 96 per cent. test, the usual test basis for cane crystals.

The tariff agreement with the West Indian Colonies, including British Guiana, should materially benefit the sugar industry there. The British West Indies and British Guiana now produce about 200,000 tons and only a portion of this has been coming to Canada, whereas our requirements as indicated by 1912 importations are 261,518 tons. With a substantial preference in our market, the effect must be a considerable impetus to sugar production in our sister colonies. But as these colonies cannot supply all our raws, we must get some from foreign countries. The reduction in duty is 25¾ cents per hundred from these, so that from both these declines in duty, sugar in future will have to be quoted on a lower basis.

A RESULT-GETTING CONVENTION.

When the six hundred representatives of the retail trade in Saskatchewan assembled in conference at Regina last week, they meant business. This will be seen from the report of the representative of this paper in attendance, which appears in this issue.

Not only were litigation matters delved into, but discussion was keen on those questions which, when familiar with, make a man a better merchant. Every reader will find food for thought in the opinions ventilated. How and where to buy right; accounting system; getting new customers; eliminating bad debts, etc., were among the everyday practical problems gone deeply into. No merchant could attend such a gathering of business men and come away without a better knowledge of the work he has chosen to pursue.

One of the features of the convention was the discussion on the cash system of doing business. This is the favorite theme of F. J. Bole, of the Regina Trading Company, in which connection it is interesting to note that his system was fully described in this paper just about four years ago. Whether many will be induced to discard credit for exclusive cash is hard to say, but it can be confidently affirmed that credit extension in Saskatchewan will be more thoroughly watched in future. If a merchant has been led to this one conclusion only, his trip to the Regina convention has been well justified.

The conference with railway men on freight troubles and delays in settling claims was still another important feature. Each party understands the other's difficulties better, and this can lead to nothing but good in the future.

In a word, the big convention was productive of most beneficial results, which will have the direct tendency of lessening many of the troubles with which the trade is beset.

FIRM BANANA MARKET.

Bananas at primary sources have been steadily advancing during past few weeks. Further advances are expected so that on local markets prices are likely to rule high until about middle of July when a drop will be made in order to meet competition of domestic fruits. Primary prices now rule at $2.80 per cwt. and are expected to advance to $3.50. This will mean a price of $1.60 per bunch laid down to the wholesaler, or roughly speaking, 1 cent per banana. If such a price is realized, retailers must charge 20 cents per dozen to show any profit, and 30 cents per dozen would not be surprising the way the market looks now.

The whole situation lies in crop conditions during past eight months. Hurricanes last October destroyed from

65 to 75 per cent. of the Jamaica crop. Fruit imported in the winter showed very poor quality. New crop is now being offered, however, and before middle of June the entire new crop will be matured. During the winter, owing to quality, importers say they lost money right along. Now with better quality to work on they are attempting to retrieve last season's losses. Therefore, with heavy demand, owing to scarcity and inferiority of orange crop, thus making a good opening this season for bananas, prices are expected to rule high throughout.

◆

TEACHING SALESMANSHIP.

Large retail firms are realizing more and more the value of a good salesman. The day of the order taker is over and unless a clerk displays some extra qualifications, he is not likely to grace a space behind the counter of a progressive store for very long.

Many of the big department stores have recently opened schools for the education of their clerks. The T. Eaton Co. is one of these. Some time ago in Toronto classes were begun under the tutorship of an Old Country specialist in salesmanship. Twice a week for half an hour on each occasion, clerks attended the salesmanship school in sections of about fifty. How to approach a customer who is "looking around;" how to carry on the conversation until the prospect purchases; what to do in case of objections, etc., are some of the phases of the work taken up.

These classes are serving to bring to the front those clerks who are enthusiastic in their work, but who did not previously realize just what there was in approach, service and salesmanship.

Every employer can no doubt easily create a greater interest in selling by following similar lines on a smaller scale. By getting a clerk to read articles on selling, approach and service, and by conferences with the entire selling staff, a great deal can be accomplished.

To keep up its end every store must have salesman behind the counter nowadays.

◆

THE ONE-PRICE SYSTEM.

The One-Price System has come in the retail trade —and come to stay. That it is fairest alike to both merchant and customer is recognized. It insures fairness of treatment to the customer and a fair price to the merchant. Furthermore, it eliminates the distrust, the uncertainty and the haggling which were features before the set price came into existence.

Elbert Hubbard indulges in some characteristically strong thoughts on the One-Price System in the last issue of MacLean's Magazine. A few extracts will be of interest.

"The greatest change in modern business came with the One-Price System. This has all been brought about since the Civil War.

"The old idea was for the seller to get as much as he possibly could for everything he sold. Short weight, short count and inferiority in quality were considered quite right and proper. When you bought a dressed turkey from a farmer, if you did not discover the stone inside the turkey when you weighed it and paid for it, there was no redress.

"The laugh was on you. And, moreover, a legal maxim—caveat emptor—'let the buyer beware,' made cheating legally safe.

"The amount of misery, grief, disappointment, shame, distress, woe, suspicion and hate, caused by a system which wrapped one thing when the buyer expected another, and took advantage of his innocence and ignorance as to quality and value, cannot be computed in figures.

"Suffice it to say that duplicity in trade has had to go. The self-preservation of the race demanded honesty, square dealing, one price to all.

"The change only came after a struggle, and we are not always quite sure of the one price yet. But we have gotten thus far that the man who cheats in trade is taboo. Honesty as a business asset is fully recognized. If you would succeed in business you can't afford to sell a man something he does not want; neither can you afford to disappoint him in quality any more than in count.

"The One Price System has come as a necessity, since it reduces the friction of life and protects the child or simple person in the selection of things needed, just the same as if the buyer were an expert in values and a person who could strike back if imposed upon. Safety, peace and decency demand the One Price System. When we reach the point where we see that all men are brothers, we have absolute honesty and One Price.

"And so, behold! We find the Government making favoritism in trade a crime and enforcing the One Price System by law. And just remember this, law is the crystallization of public opinion, and no law that is not backed up by the will of the people can be enforced.

"As we grow better we have better laws. In Kansas City the other day three men were fined forty thousand dollars each for cutting prices.

"They were railroad men, and railroad men have only one thing to sell, and that is transportation. To cut the price on it and sell to some at a less figure than to others is now considered not only immoral, but actually criminal. The world moves.

"And this change in the methods of business and in our mental attitude toward trade has grown out of a dimly perceived but deeply felt belief in the Brotherhood of Man, or the Solidarity of the Race."

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EDITORIAL NOTES.

A hog is a valuable animal these days, dressed or otherwise.

* * *

At last sugar has made a move; but it took a budget speech to budge it.

* * *

The tight money in the country is having the good effect of making the trade more particular in extending credit.

* * *

Saskatchewan merchants have had a great convention. May it be only the forerunner of many more similar great gatherings.

* * *

Prospects were never brighter for a good fruit crop than before last week's frosts. It is to be hoped the damage will be slight.

* * *

To-day the farmer is getting $3.50 per cwt. more for hogs than at corresponding date in 1911. And the retailer gets blamed for the high cost of living.

* * *

It is estimated that Canadian consumers will save $600,000 in view of new sugar tariff. Several more thousands might be saved if so much did not go down the sinks in the homes of Canadian consumers.

Reductions Announced in Sugar Duties

Finance Minister in Budget Speech Forecast Important Change in This Item —As Result Price Dropped Twenty Cents Per Hundred Pounds Next Day— Several Other Tariff Changes In Connection With More or Less Important Grocery Articles.

Ottawa, May 15 (Special).—On Monday last the Minister of Finance announced in his budget speech, a number of new tariff duties in which the grocery trade will be interested. Probably the most important of these is change in the basis on which sugar will be admitted. In fact, as referred to in another column, scarcely was the budget speech given than sugar dropped 20 cents per cwt.

With this article it is proposed to abrogate the privilege which Canadian refiners have hitherto enjoyed of importing raw sugar at preferential rates up to an amount equal to 20 per cent. of their requirements from countries other than British Possessions. It is also proposed to reduce the duty on refined sugar up to 88 degrees, general tariff from $1.08 to 93 cents, and for each additional degree it is to be reduced from 1½ cents to 1 1-3 cents. Raw sugar when imported to be refined, up to the quantity of Canadian beet sugar refined in 1912 and 1913 is to be changed from 31 ½ cents to 25 cents. For each additional degree over 75 degrees, the proposal is to reduce it from 1 cent to ¾ of a cent—this item to expire Dec. 31, 1914. The loss of revenue on sugar is estimated at $600,000 if the proposals are ratified.

Caused by West Indies Agreement.

This change, as well as many others, was made necessary in view of the recent trade agreement with the British West Indies. That agreement provides that upon a specified list of commodities, the produce or manufacture of the West Indian colonies, the Customs duties shall not be more than four-fifths of the duties imposed upon similar goods when imported from any foreign country, and that upon certain other goods there shall be no duties as against the West India colonies, but certain minimum duties as against the same goods when imported from any foreign country. The West India colonies have for many years had the advantages of the British preferential tariff, and therefore in cases where the existing preference is sufficient to cover the 20 per cent. preference stipulated for in the agreement, or where, speaking generally, the articles mentioned are on our free list, no tariff adjustment was necessary. Of the scheduled list of West India goods entitled to the benefits of the agreement, many are on the free list, and in the case of many others the British preference was sufficient to satisfy the terms of the agreement.

The Sugar Duties.

The exact wording of the text of the new proposals re sugar is as follows:—

"All sugar above number sixteen Dutch standard in color, and all refined sugars of whatever kinds, grades or standards, testing not more than 88 degrees by the polariscope, per 100 pounds, British preferential, 72 cents; intermediate, 93 cents; general, 93 cents; and for each additional degree over 88 degrees, per 100 pounds, British preferential, 1 cent; intermediate, 1 1-3 cents; general 1 1-3 cents; provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fractions of more than five-tenths shall be dutiable as a degree; provided that refined sugar shall be entitled to entry under the British preferential tariff upon evidence satisfactory to the Minister of Customs that such refined sugar has been manufactured wholly from raw sugar produced in the British colonies and possessions and not otherwise.

135—Sugar, N.O.P., not above No. 16 Dutch standard in color, sugar drainings or pumpings, drained in transit; Melado or concentrated Melado, tank bottoms; sugar concrete, and molasses testing over 56 degrees and not more than 75 degrees by the polariscope, per 100 pounds, British preferential, 25 cents; intermediate 31 1-4 cents; general, 31 1-4 cents. And for each additional degree over 75 degrees, per 100 pounds, British preferential, 3-4 cent; intermediate, 1 1-4 cents; general, 1 1-4 cents; provided that fractions of five-tenths of a degree or less shall not be subject to duty, and that fractions of more than five-tenths shall be dutiable as a degree; provided that all raw sugar, including sugar specified in this item, the produce of any British colony or possession, shall be entitled to entry under the British preferential tariff, when imported direct into Canada from any British country; provided that sugar imported under this item shall not be subject to a special duty.

135A—Raw sugar as described in tariff item 135, when imported to be refined in Canada by Canadian sugar refiners to the extent of the quantity of sugar refined during the calendar years 1912 and 1913 by such refiners from sugar produced in Canada from Canadian beet root, under regulations by the Minister of Customs, per 100 pounds, testing not more than 75 degrees by the polariscope, British preferential 25 cents intermediate, 25 cents; general, 25 cents; and per 100 pounds for each additional degree over 75 degrees, British preferential, 3-4 cent; intermediate, 3-4 cent; general, 3-4 cent; provided that sugar imported under this item shall not be subject to special duty; this item to expire December 31st, 1914.

New Schedule on Other Goods.

The text of other tariffs proposed by the Finance Minister are as follows:—

Cocoa paste or "liquor" and chocolate paste or "liquor" not sweetened, in blocks or cakes, per pound—British preferential tariff, 3½ cents; intermediate tariff, 4 cents; general tariff 4 cents.

Butter produced from the cocoa bean, per pound—British preferential, 1½ cents; intermediate, 2 cents; general, 2 cents.

Cocoa paste or "liquor" and chocolate paste or "liquor," sweetened, in blocks or cakes not less than two pounds in weight, per pound—British preferential, 3½ cents; intermediate, 4 cents; general, 4 cents.

Preparations of cocoa or chocolate, in powder form.—British preferential, 20 per cent.; intermediate, 25 per cent.; general, 25 per cent.

Rice flour, sago flour, cassava flour, tapioca flour and rice meal, per pound.—British preferential, ¾ cent; intermediate 1 cent; general, 1 cent.

Arrowroot, per pound.—British preferential, ½ cent; intermediate, 1 cent; general, 1 cent.

Beans, viz., tonquin and vanilla, crude only, locust beans, locust bean meal, British preferential, free; intermediate, free; general, free.

Cocoa beans, not roasted, crushed or ground, per 100 pounds, British preferential, free; intermediate, 75 cents; general, 75 cents.

Oranges, shaddocks, or grapefruit and lemons, British preferential, free; intermediate, free; general, free.

Limes—British preferential, free; intermediate, 10 per cent.; general, 10 per cent.

Nuts of all kinds N.O.P., including shelled peanuts, per pound, British preferential, 1 cent; intermediate 2 cents; general, 2 cents.

Cocoanuts when imported from the place of growth by ship direct to a Canadian port, per 100, British preferential, free; intermediate, 50 cents: general, 50 cents.

Problems Affecting Old Country Grocers

Interview With Arthur J. Giles, Secretary of The Federation of Grocers' Associations of the United Kingdom—Many Questions Similar to Those in Canada—Necessity of Keeping on the Watch Illustrated—Visitor Meets Officials of Ontario Retail Grocers' Association.

In the Old Country the trade has, what is known as The Federation of Grocers' Associations of the United Kingdom with 15,000 members. This corresponds to the National Retail Grocers' Association of the United States, but as yet, there is no corresponding body for Canada.

The secretary is Arthur J. Giles, who is now in America to attend the annual convention of National Retail Grocers' Association of the United States at St. Louis, Mo., beginning the week of May 19. Mr. Giles' intinerary included Montreal and Toronto and while in these two cities, Canadian Grocer representatives had the pleasure of some interesting conversations with him.

Secretary for Two Decades.

For 21 years has Mr. Giles occupied his present position, and he is therefore thoroughly familiar with the problems affecting the grocery trade in the Old Country. Some of these will have a familiar sound to the ears of the trade here, among them being Co-operative Stores, Parcel Post, following up of delinquents, short weight goods, sufficient net profits, pure foods, etc.

"In Great Britain co-operative stores have been established for some years," said Mr. Giles, "but with an unfair advantage over retailers inasmuch as they are exempt from a tax on revenue derived." This is something like our income tax. He advises retailers to be on the alert to see that no legislation goes through which would give co-operative societies any special privileges.

"The strong point of the co-operative stores in getting stockholders is the dividend offer," Mr. Giles declares. "Many people are willing to pay higher prices for goods if they think they are going to get some of their money back in dividends."

Prevented C. O. D. Parcel Post.

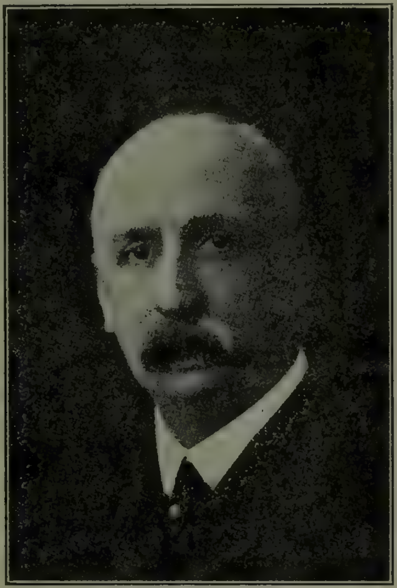
In the Old Country there is, of course, a Parcel Post system in vogue. There has been a great fight put up by backers of the mail order houses to have tacked onto this a C. O. D. system. "This would be a most pernicious thing," said Mr. Giles, "and highly detrimental to the interests of the retail trade and the country in general. We have fought it successfully and although it is liable to bob up at any time again, we believe we have the upper hand."

Every Member Helps.

In this connection it is interesting to note just how injurious legislation is fought in the United Kingdom. The secretary does not go to the head of the department of the government, through which the legislation is to be introduced. "That would soon play out," said Mr. Giles. "Everybody would know the secretary familiarly and eventually would give him little attention. We make every member assist.

"Our method is to write every one of our members, setting forth the iniquity of the legislation and we ask each to send a letter at once to the member for their constituency, pointing out why such legislation must not go through. This should not, of course, be a form letter. Every man is requested to write in his own words; otherwise the members would soon discover our plan.

"The result is every member of parliament gets a dozen or more letters from constituents which sets him thinking. Often a bill is killed in this way before it comes before parliament. The secretary doesn't appear in the matter at all. If he attempted to stop the legislation himself, members would more than likely ignore him."


ARTHUR J. GILES,
Secretary of Federation of Grocers' Associations of United Kingdom, who was in Canada last week.

MET O.R.G.A. OFFICERS

Mr. Giles spent Friday night last and Saturday until two o'clock in Toronto. On Friday evening he met President D. W. Clark and Secretary W. C. Miller of the Ontario R.G.A. at dinner together with representatives of the Canadian Grocer and Sidney Owthwaite, a former Old Country friend. Three or four hours of interesting conversation followed during which association and trade conditions in the two countries were contrasted. As the visitor has a most complete knowledge of the trade in the United Kingdom and the happy faculty of expressing himself entertainingly, the evening was a most enjoyable one.

Follow Up Delinquents.

With the Federation of Grocers' Associations of the United Kingdom, are affiliated a great many local organizations of various cities. In this way delinqents are watched pretty carefully. When a man owing an account changes his place of abode, it is first found out where he has gone. The secretary of the association there is informed, and at the same time the delinquent is written a strong letter stating that he had been traced and that unless he paid over the money, he would be prosecuted at once. This very frequently had the desired effect."

Preventing Short Weights.

Evidently, wherever one goes, cases of short weight are to be found in goods received. The Canadian Grocer has given many instances in the past of this trouble to illustrate the importance of weighing everything that comes in. In the Old Country this is something carefully watched. Members are advised to report all such cases to the secretary when they are immediately followed up.

"This," Mr. Giles stated, "has been of wonderful advantage to the trade.

"For instance," he added, "there was a case recently in Hull to illustrate. Retailers there had been securing short weight in lard in tubs from a certain manufacturer outside of Great Britain. When the complaint reached me, I wrote the firm with particulars. The reply came back stating that a strike among the employees must have been the cause. This, I went into, and discovered that the strike had not occurred for a month after the lard had been shipped. The next excuse was that it had been made too close to excessive heat. This was no fault of ours and we wanted to know

Continued on page 44.

WESTERN RETAILERS ORGANIZE.

(Continued from page 28.)

necessary, of course, to make charges for the carrying service. This is an intricate question. The value of the thing carried, its liability to damage, its weight, these all enter into the question. So, general classifications have been made, which, on the whole, make the charges equitable.

From the railroad's standpoint the aim is to carry freight with as little waste as possible. The railwayman's motto indeed has come to be: "Trust in the Lord and pull no empties."

The Tracing of Freight.

Getting down to the questions which are of particular interest to the retailers as consignees, Mr. McDonald referred to the tracing of freight. He outlined the methods adopted to keep track of the rolling stock, and showed that merchants can find where their shipment is. "Be careful in asking us to trace cars, though," he asked. "Remember the railways are more interested than any one else in getting cars to their destination, and in having them back in new service once more."

Then Mr. McDonald referred to the moving of grain, which labor has to be accomplished in a few months." You can help us and yourselves in this connection," he said, "if you will release your cars promptly. Your holding a car may mean that some farmer who owes you is unable to have his grain moved, and so is unable to get the money to pay his debt. You may think that a little far fetched, but in a broad sense that very thing is happening daily."

Mr. McDonald closed with an appeal to the retailers to do all in their power to bring the farmer to see the necessity of establishing means of storing his grain. He had no sooner taken his seat when a big question was hurled at him.

Said W. J. Peart: "It has been stated in the House that the rate of operation per mile here in Saskatchewan is less than in the East. Why then should we pay more? For example I bought some goods in Pittsburgh, and the rate on them to Minnesota Transfer was 32 cents, and from Minnesota transfer here 72 cents."

At once there came applause, and not a little laughter, as Mr. McDonald, smiling, arose to reply. He was not to be drawn into this question, however, stating that the subject is now before the courts, and that therefore he did not feel that he had better deal with this.

Want to Know Classifications.

T. G. Agnew, of Prince Albert, chairman for the meeting, here brought out the absolute necessity of knowing the rates. "I've been in this country longer than any of the rest of you," he said. "I came in 1872. My whole experience has been that it is absolutely necessary to know the classifications and the rates."

"There is no excuse," stated W. J. Peart, "why any one in the hardware business should not know the classification various lines come under. These are given in most hardware catalogues. With this information, the retailer can get the rates from the road. Then he can check up weights and watch the rates. I know one firm", he added, "which claims to save from $5 to $15 a day by carefully going into this matter."

"In the case of an incorrect classification having been given," stated the chairman, "we make the wholesaler put up. They often make mistakes, and it is just they should pay for these."

C. E. Phillips, of Kindersley, complained that the weight as listed by the wholesale house, and that upon which he was asked to pay freight, often was different.

Mr. Agnew saved Mr. McDonald the necessity of going into this. "I know that is sometimes the case," he said. "I have found it result this way. Take a box of Canada Plate for instance, with a gross weight of 112 pounds. That is often put in by the wholesaler as 100 pounds. When you are billed there is nothing to do but pay. Make your complaint to the wholesaler and let them take it up."

Get Aid From Government.

Here C. G. Burton made a suggestion which was received with great favor, but which, it was decided to leave over until the Association should be properly formed.

"I think," he said, "that the Provincial government should undertake the appointment of a freight traffic expert. To him complaints could be made, and a thorough investigation started. The railways have a rule, you know, that if an agent collects an undercharge, he is responsible for the difference. As a result he is not going to take any risks on classification. He will put the goods in a high class rather than a low."

J. Jones, Freight Claims Agent of the C. P. R., at Moose Jaw, spoke on the question which is his business, and which so closely affected the business of all his hearers. He made his points largely by illustration, and gave many valuable suggestions. Yet, though there was enthusiastic approval of the address, many held with Mr. Bole that the Claims Department of the railways needs a good deal of simplification, in order that the merchant may get the prompt service that is his due.

"Freight claims, and how they can be reduced," stated Mr. Jones, "has been a problem among railway men for years. The importance is obvious when it is considered that on the Saskatchewan division of the C.P.R. in 1912 $294,146.12 was paid out. Freight claims, and how to adjust them satisfactorily has driven some men to an early grave and other men to drink. The Railway Employees," proceeded the speaker, "are not without blame for the amount of the claims, but the shippers too are in fault. They are too careless." Mr. Jones instanced the case of silent salesmen, which are shipped often with only a few boards put about them—boards which are dignified by the name of the crate. Furniture is often insufficiently protected. Stoves and ranges are not properly packed. Weight of these has been reduced. The castors are so fragile that they are very easily broken, yet stoves are not crated at all.

The Paying of Claims.

Passing from this phase of the subject, Mr. Jones undertook to show how the merchant should proceed to secure the payment of claims. It was this point which brought about the keenest discussion.

"If you receive goods in a damaged condition," he said, "or if a shortage exists, do not reject the entire consignment. Ascertain the damage or shortage, and have the agent endorse on the freight rate receipt. Then sigh only for what you get. Do not sign for ten cases if you get only nine.

"When you have this note of the shortage or damage prepare a claims bill. Send the original bill of lading and the paid freight receipt. If you have not got the bill of lading, attach a memorandum, but immediately write the shipper for this. Then send this claim through your local agent, or direct to my office. I'll demonstrate we pay in three or four days."

Perhaps thinking the merchants would expect too speedy settlement, after this statement, Mr. Jones proceeded to explain why delays are sometimes necessary. "When you consider," he said, "that I only recommend payment of claims, and that these have to be passed upon by four others, who call upon me to prove the claim is just, you can see where delays occur. You must remember to sign only for what you get, and to have a note made of the condition in which the goods are received. If you don't do that you'll be foolish, and deserve to suffer loss."

"Here," proceeded Mr. Jones, "is another way that delays occur:"

"A crate of Chinese tea arrives in Regina, and one of the packages is damaged. Now the claim is made to Jones in Moose Jaw. He sends it to Hong Kong, not being in touch with the case.

The agent there has to delay pending the arrival of the ship on which the tea was shipped. This applies to all import shipments.

"Many think the claims man the slowest thing on record," remarked Mr. Jones.

"Here, here," someone commented.

The laugh was general, but Mr. Jones came back with a statement that he would be willing to show any particular man why any particular claim was not paid. He then proceeded to flay the shipper for not properly stenciling their shipments. Marks are all right, while the original way bill exists, but this is often misplaced, causing delays. Plainly written addresses are advisable.

Case of Concealed Loss.

"What are you to do," inquired C. E. Phillips, after Mr. Jones had taken his seat, "when you find after paying your freight that there has been damage done, or that a shortage exists?"

"That is concealed loss," answered Mr. Jones. "You should examine the package before making payment, and if there are signs that it has been opened fraudulently, then open it at once in the presence of the local agent. If later you find there has been a mistake made in the quantity report at once.

J. Evans, of Prince Albert, here submitted a number of questions.

"Would it not be well for claims agents to have prepared a pamphlet explaining exactly how claims are to be made?" he asked among other things.

"I'll do that myself as soon as I get home," answered Mr. Jones.

After congratulating the convention upon having so thoroughly versed a man as Mr. Jones to go into this important subject, J. F. Bole expressed the opinion that there were many faults in the claims system which the retailers should fight to have righted. "The whole system of handling claims is wrong," he stated. "Take the tea instance, Mr. Jones cited. "Why should not the consignee get his money as soon as the damage is shown? He should be settled with promptly, and let the railroad find out later where the damage was done. If goods are not properly packed it is up to the receiving agent to discover this. The railways get their money before, almost, we have a look at the goods. They should be as prompt in making payment."

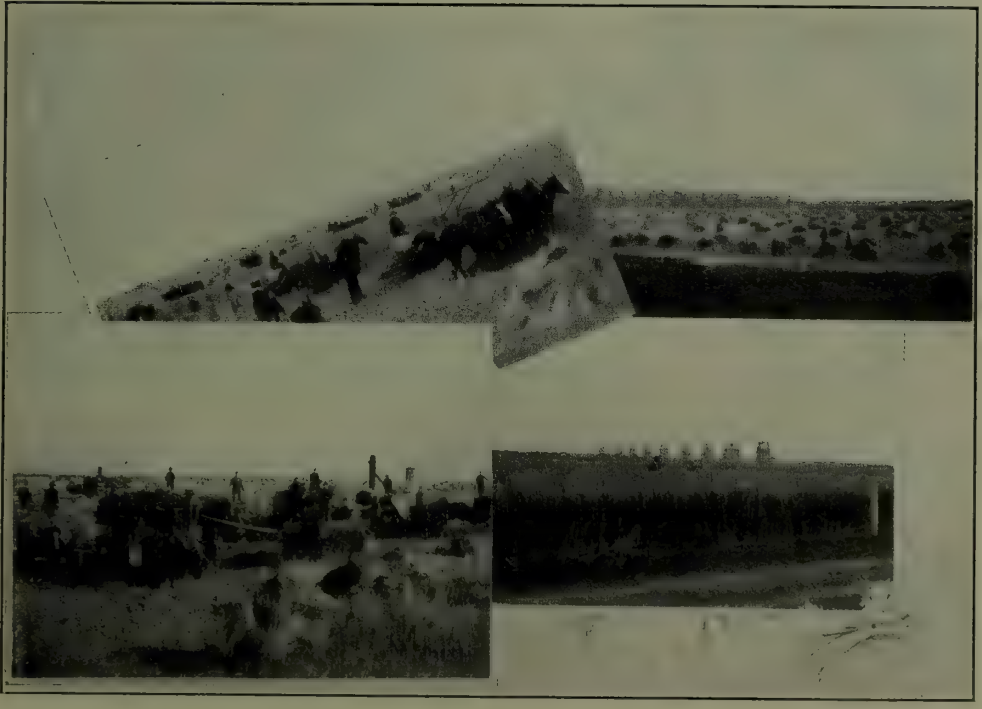
Discussion on Cash System the Feature

In most events there is a feature which remains long in the minds of those fortunate enough to be on hand. Comic operas usually have their one catchy tune. Baseball matches have their critical innings, or their garrison finishes. So it was in Regina; the great moment in the convention of Saskatchewan retailers undoubtedly being the discussion on the question of cash business —a discussion which occurred Tuesday afternoon, following an address on credits, wholesale and retail, delivered by Henry Detchon, general manager of the Canadian Credit Men's Association, Winnipeg. In hotel rotundas after the meeting, on street corners, and even in the theatre to which the whole convention adjourned Wednesday night, men could be heard earnestly discussing this question, and making comments upon the remarks of J. F. Bole, who single-handed stirred the convention by his strong advocacy of the cash basis of business.

In the early sessions, Mr. Bole had mentioned the necessity of doing business for real money. Mr. Detchon's address brought the matter more prominently forward, however, and Mr. Bole took the occasion to go fully into his views.

An Emphatic Disagreement.

Mr. Detchon, of course, had spoken on the methods which should be adopted to see that credit was properly given.



Harvesting and threshing scenes in the Regina district. A portion of the West from where comes the No. 1 *Hard that has made the Prairies famous.*

When he had concluded, Mr. Bole jumped to his feet, declaring that he disagreed with everything which had been said, for he believed that the whole credit system was wrong.

"We are playing into the hands of the enemy," he said. "We complain about the catalogue houses, yet by our very system we are strengthening their hands. We sell on credit, putting ourselves at a disadvantage; for we have not the cash to avail ourselves of cash discounts, and we therefore cannot buy on the best market.

"There is no use talking, money has power, and we are not only handicapping ourselves by selling on time, but we are really working against the best interests of our customers, for we are not getting for them the best goods at the lowest possible price. The only way to do this is for us to pay cash for our stock, and the only way in which that is possible is to get cash from our customers.

Thinks Bank is Place for Credit.

"If we wanted to eliminate credit," continued Mr. Bole, "we could do so. I have the greatest contempt for the silliness of business men, who in this new country, could have established a cash basis and have not done so. The position of the man giving credit is ridiculous. You start in business in a small way. The man who owns a farm comes along and wants credit, and you give it to him. Why, ten chances to one that man could buy you out, lock, stock and barrel. Perhaps along the line suggested by Mr. Detchon, you have had a good statement of this man's financial standing; but if that statement is good enough for you, it should be good enough for the bank, and it is the bank he should ask to trust him, not you.

"The principal on which business men work in the West seems to be that the better off a man is, the more anxious they are to give him credit. They fear they will offend him and lose his business if they ask for cash. Indeed the only men to whom you are quite willing to give credit are those who could well afford to pay cash.

"Why," continued Mr. Bole, "the American negro knew enough to accept emancipation when it was offered him; but here are 500 of the whitest men of the country who don't know enough to accept freedom."

Good For the System.

There was a good deal of laughter here, but all leaned forward to listen eagerly as the speaker continued:

"You are lean and hungry from worrying over debts you can't collect," he said. "I was lean and hungry too, before I put my business on a cash basis. Look at me now," and again laughter arose.

"I made a clean break. I was forced to this. Some years ago, one 1st of November, I found that I had $60,000 on the books. 'What will happen,' I asked myself, 'if there is a crop failure.' Why, if we had had a bad year then, I would have been out on the street. I made up my mind I was going to launch right out on a business basis, and from then to now, I have been selling for cash. The city does not get credit from me, neither does the provincial government, and they both buy at my store.

No Believer in Short Steps.

"You may not all agree, but I believe the best way to start a cash business is to **start** it. I don't think half way measures bring the best results. If you put it up squarely to your customers they will understand your position and be anxious to pay cash. I had people come to me and say, 'isn't my credit good.' I replied, 'I know it is, but I can't afford to do a credit business. This concern is growing on small capital, and to make it profitable, I must sell for cash.' "

"Don't be a slave unto this system any longer," exhorted Mr. Bole, as he concluded. "It is not only a question of getting cash discounts, but your being heavily in debt puts you at a disadvantage. We can do a cash business if we are not afraid to do it. The banker or wholesaler to whom you owe money would rather see good stock on your shelves than bad debts on your books. Don't let any men dictate to you how your business should be run. Don't be a born fool. Sell for cash and cash only."

As Mr. Bole took his seat, Mr. Detchon arose to say that while Mr. Bole disagreed with his remarks on credit, he had agreed with everything Mr. Bole said on cash. "I have been misinterpreted," said Mr. Detchon. "If I am understood to have favored credit, I don't favor credit, I favor cash. But I thought I was speaking to men who were afraid to adopt a cash system."

Character a Consideration.

In his paper, Mr. Detchon showed that there are two sides to credit—What a man is seeking and what he is giving. He referred to the methods adopted by most wholesale houses where credit men pass upon every account, determining whether a man is good enough to ship to

"As a credit man sizes you up," said Mr. Detchon, "so you should size up a customer. The credit man considers the moral risk, the character of the man to whom his firm is considering selling. So you should do. Does your customer intend to pay, or does he hope by some quibble to get out of payment?

"Then there is the question of financial responsibility. "Is this man able to pay," enquires the credit man. "He seeks hi sinformation from the banks, from the travellers, and from the financial agencies. You could get much such information about your customers.

"I judge," continued Mr. Detchon, "that about 90 per cent. of the merchants in the West need credit themselves. You should therefore give information about your business. Don't be afraid to let the mercantile agencies have your financial statement. When a statement is refused one of three conclusions is usually reached. Either a man's credit is so good that he does not need to give the statement: or his affairs are in such a bad shape that he wants to keep them in the dark; or else the man has not the wherewithal, or the ability, to prepare the financial statement. The last two conclusions will certainly do much to hurt a man's chance of raising capital."

Outstanding Accounts Appalling.

"The retailer," continued Mr. Detchon, "has never taken the right steps to get information regarding his customers. As you know we handle insolvent estates, and we find that the majority of failures are due to the large amount of bills outstanding on the books. The amount of money lost yearly by outstanding accounts is simply appalling. I suppose a certain amount of credit is necessary, but I would keep it down to those who will pay in a reasonable time."

Another reason for insolvency, as given by Mr. Detchon is speculation in real estate. Some of this, he stated, seemed legitimate, yet if a stop is not put to it, action will of necessity be taken in the way of refusing merchants credit.

Becomes Real Estate Poor.

Mr. Detchon cited an instance of the way real estate speculation comes. The man goes to a small town and buys his store—very few stores are for rent in smaller places. Then he buys his house. Then he begins to see the possible need of extension and purchases the land next to his store. The result is he is land poor.

"Another mistake which affects credit," said the speaker, "is too large buying. I advise buying from hand to mouth," he said. "Keep goods moving instead of lying on the shelves."

J. L. S. Hutchison, of Saskatoon, acting as chairman for the meeting, started the discussion by stating that he has been getting financial statements on his customers for some time. He found the system a splendid one.

The Slaughter Sale Evil.

Another question of great interest which arose at this time was

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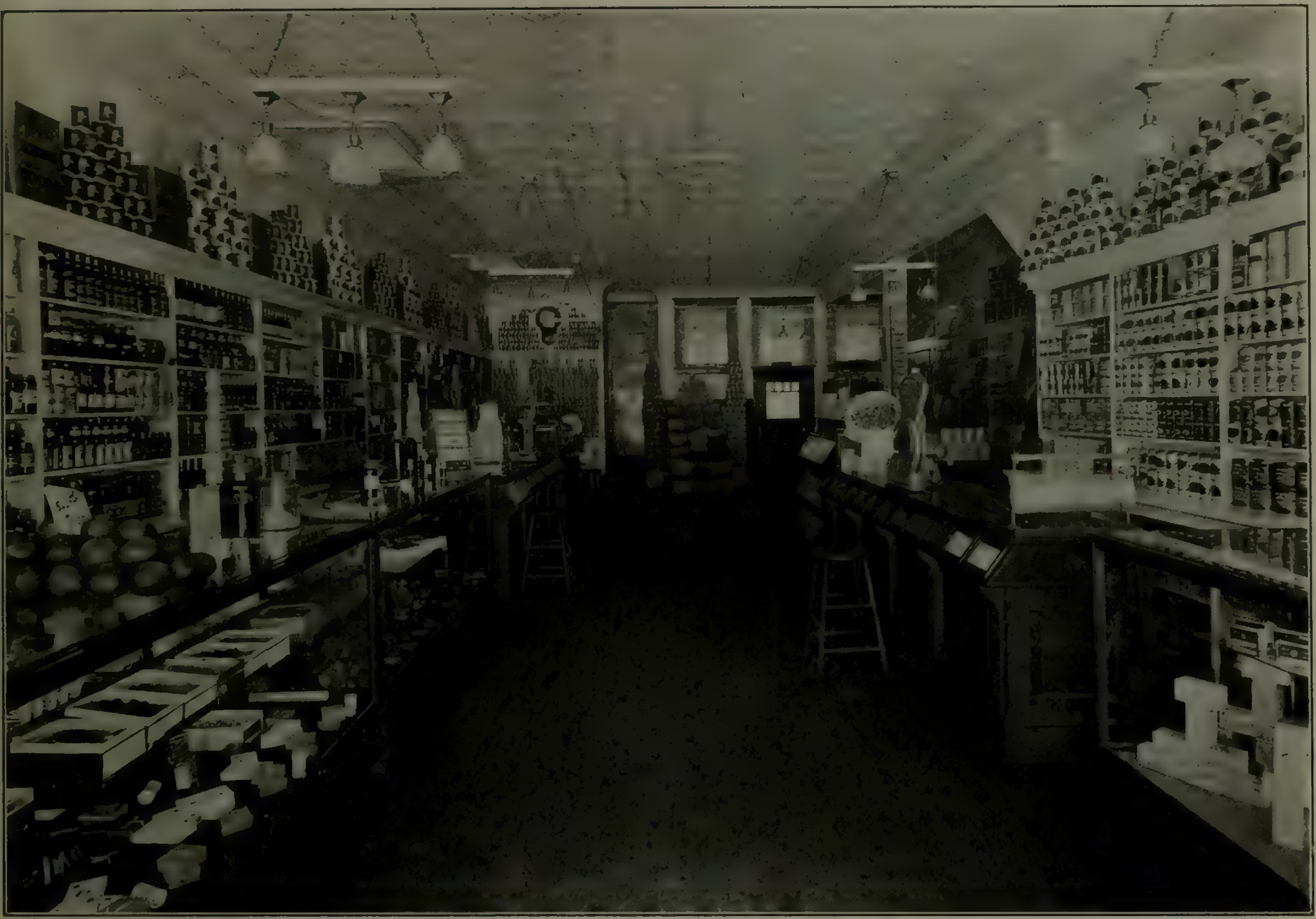

The bright and attractive interior of the Sunset Grocery, situated in a suburb of Vancouver, B.C.

A Modern Store in a Vancouver Suburb

The grocery trade in Vancouver, B.C., has undergone a wonderful change during the last two years. The big increase in the population of the city has caused the opening of a great many new stores. Old stores have been modernized or have been moved to new locations and new buildings, so that Vancouver has now some of the finest and best fitted up grocery stores in Canada.

That this development is not restricted to the city will readily be seen from the above photograph of the interior of the Sunset Cash Grocery in that suburb of Vancouver known as Fairview. This business was opened in August, 1912, the proprietors being G. A. Arbuthnot and A. M. Bertram. Mr. Arbuthnot has been in Vancouver for a number of years. Mr. Bertram, who manages the business, was formerly in business in Vankleek, Ont.

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Vegetables by Weight; Increasing Profits

The Part Played By Custom In Establishing Rules for Selling—Problem of the Dead Beat—Question on Bringing Gross Profits Up to Paying Basis—The Importance of Building on Quality and Reliability.

By Henry Johnson, Jr.

One suggests the following:

"Let us get a law whereby all vegetables, both green and old, and fruits, such as bananas, strawberries, etc., shall be sold by weight."

This man overlooks the fact that custom shapes legislation and the will of the people outruns most laws. In various parts of the country the custom of selling by weight obtains and has obtained for years. So universal is the custom in those localities that there is probably no law covering the practice as yet. This because laws are not required to make people do what they want to do. Practice has clearly shown that weight is the fair measure of certain fruits, vegetables and grains, so these are sold by weight; but the custom is not law-made, it is preference-made.

Bananas Sold By Pound.

In San Diego, in 1906, was a successful grocer who sold bananas at 3 lbs. for 25c. He was the pioneer in the practice, but he had not gone far when others followed suit, and soon everyone was selling bananas by the pound. The dealers liked it, because they knew precisely what they were doing. The people liked it, because they could see exactly what they were getting. No longer was there such a fuss about the size of the fruit. Each got what was coming to him anyway. Sauce for the goose was sauce for the gander.

If you, neighbor, see the need of something similar in your business, go to it and establish the practice. Do not fear that, in looking after your own interest, you need apologize to your customer, so long as you are treating him with equal fairness. Just do it and show him why. That will fix it in your own store, which is all you need care about anyway. Let law and custom follow or not—you will be all right, provided only that your judgment was sound.

The Dead Beat Question.

Another with limited views as to the mission of grocers' associations asked this:

"What is a dead beat? Why do the merchants persist in making the people of their town dead beats? How can a local association do the most good?"

Surely he cannot want anyone to put into words the description of the dead beat as one who obtains credit with the intention of defrauding the creditor out of his money? I think he must have got himself badly stung just before he propounded the question.

The same applies to his question about the merchants who "persist." Is he one of the guilty ones?

And is his expectation of the answer to his last question not plain? Surely, he means to have the local association do for him what he has not the backbone to do for himself—protect him from the consequences of his own folly in credit-giving.

This is another case of one who wishes rather than does; who seeks to lean on others' strength instead of standing alone; who consequently never gets anywhere in particular—except into the down-and-out club.

Checking Up Gross Profits.

Here is a question, or set of questions, with real meat in them:

"What per cent. should fruit and perishable goods pay in order to make a gross of 20 per cent.? If a store in a farming community earned 14 per cent. gross and you desire to increase it to 18 per cent. or 20 per cent., what goods should bear the most increase? What is the best method of educating people to trade at home?"

Much depends on general conditions. It is obvious that the proportion of fruit and perishable sales makes a lot of difference in the total. Generally speaking, fruits, vegetables, etc., must pay fully 30 per cent. where the general average is to be 20 per cent. This means that you must pay not to exceed 70c for goods which sell at $1—so do not make the mistake of figuring 30 per cent. advance on your cost. If you are going to make 30 per cent. on the sale, you can get your selling price by adding 43 per cent. to the cost. That will give you a little more than you aim to make but only a trifle.

Or you can take your laid in cost and divide it by 70. The result will be your proper selling price. For instance, oranges cost you $3.80 per box. Divide $3.80 by 70, and you must get $5.42 plus per box. Turn to your tabulation on, say, 150 oranges, and you will find that 150 at $5.50 per box figure you 44c the dozen; so you will get 45c the dozen for those oranges, to pay you 30 per cent. gross.

But it may happen that oranges are in keen competition, or that they are runnings very firm and fine—or are going bad rapidly—and conditions must be considered.

If, then, in keen competition you have before you a problem in merchandising—buying and salesmanship. You must score the market for BETTER VALUES, actually BETTER oranges than your neighbors are selling, so that you can get a higher price for yours. This can be done all right, for it is being done by live merchants everywhere. You may keep both kinds—the neighbors' kind at their prices, and YOUR kind at your price. Then, if you have bought right and are a real SALESMAN, you will sell many dozens of the 45c or even 50c, and very few of the competition sort at 40c or even 39c for the sake of excitement.

If the goods are running fine and firm you may shade your figure to 40c for a few weeks, selling oranges low and getting a wider margin on some other things—all so long as you AVERAGE 30 per cent.

If they are running nearly out, getting soft every day, you must try harder than ever for QUALITY and never be guilty of sending out a single rotten or spotted orange. Build on QUALITY and RELIABILITY, so that your average margin may be maintained.

And so it goes all the way through. A merchant, a REAL merchant, will continually feel the pulse of conditions and so shape things, his stock, his purchases, his selections and his selling prices, that he is master of the situation at all times and can, therefore, count on getting his 30 per cent. average, or a little better, all the time.

Which, after all, pretty much covers the rest of it.

You will increase your average margin, whether in a farming or an urban community, by RAISING THE GRADE of your business all the way through; not all at once, nor in a night, nor by a single effort, nor yet by any sudden jump. It is done by degrees, by painstaking watchfulness of QUALITY and SERVICE. It is done by doing for your customers better than they can do for themselves or elsewhere, and not only on PRICE, not perhaps mainly on price; but on the ground of skill, knowledge and good faith. By careful study of your business, by frequent visits to market, where you can become posted on what is going on in the wide world, by enlarging and USING your knowledge for the benefit of your constituents.

that of slaughter sales. "When you take over a store that is insolvent," said Mr. Fields, of Bethuna, "you put this in the hands of the receiver and he starts a cut rate sale. Goods are marketed for half price, anyway, always below cost. People go from the whole district, and all the merchants are hurt. Could not this," he asked, "be avoided?"

"It is one of the great points," said Mr. Detchon, "so far we have not been able to find a remedy for that evil which undoubtedly exists. It does not seem feasible to dispose of the goods in any place save the locality in which the failure occurred."

The question of taking produce in exchange for goods, and the basis upon which payment for this should be determined, was discussed in detail by N. A. Wilson, dairy commissioner for the province of Saskatchewan. Mr. Wilson was entirely out of sympathy with the flat rate price which is now generally followed, claiming that in the general interests of the farmer as well as the store-keeper, the system of judging goods on merit, and paying for them according to merit should be adopted.

In the first place he urged that the farmers are unwise in that they do not follow trade requirements. They flood the dealer with eggs when these are exceedingly cheap, and for the balance of the year very few eggs are obtainable. Did they take the trouble of making their supply stretch over the winter, they would secure greater profits.

"It is a deplorable thing," said Mr. Wilson, "that despite the large quantity of produce bought by all you retail dealers, the quality of this is so poor that we have to get a large part of our produce from the East."

The flat rate system, he considered, entirely wrong. A woman who brought in rank butter secured exactly the same amount for it as one who brought in butter which was carefully made and which gave evidence of having been cleanly handled. "There seems to be no excuse for this flat rate," he said, "except that dealers fear they would lose the patronage of their customers if they gave one more than others."

"This rate," continued Mr. Wilson, "takes away all incentive to good work. You should pay for all farm produce, especially perishable produce on the basis of quality."

Then Mr. Wilson read extracts from letters received from dealers which showed very clearly their realization of the unsuitableness of this flat system of payment.

"It is almost impossible to discriminate for fear of offending customers," wrote one dealer.

"Out of every 10 pounds of butter produced here," said another, "9 pounds are really good butter fat spoiled."

Still another retailer had written saying that he had been in the retail business for 10 years and had always lost money on dairy butter.

Stronger still was the statement of another general merchant. "I bought 2,000 pounds of dairy butter this year," said he, "and some of it dogs won't eat."

Mr. Wilson pointed out that the loss on eggs in Ontario for various causes is 17 per cent., and that in Saskatchewan it is at least 20 per cent. "Who pays for this loss?" he asked. "It means that the producer gets less for his eggs and the consumer really pays more for them. This is unjust. The producer is the man who should bear all the expense of this waste. Eggs should be tested and a man should get no payment for bad eggs. For eggs, butter and poultry, Mr. Wilson recommended that dealers should establish a system of scoring, making 7c difference in the price according as the various produce fell under the first or the third class."

Mr. Hall enquired if it would be possible to have the Government appoint a man to make an examination of produce so that there might be uniformity in the classification, and so that no farmer would feel that he was getting better treatment from one merchant than from another.

Mr. Wilson thought this might be done, but he felt it would be more a case for the dealers to arrange among themselves than for legislature to consider.

Affect of Insurance on Credit.

Speaking on the question of insurance from the dealer's point of view, Mr. Cook, of Moose Jaw, traced the history of insurance from its inception after the great London fire down, to the present time. He pointed out its value in enabling the extension of credit, owing to the stability given, and urged the advisability of placing insurance only with good concerns, of avoiding placing it through personal friends, providing they had not other qualifications. He went into the co-insurance clause, which simply provides that a man keep his insurance up to at least 80 per cent. of his stock, failing which he will receive only a percentage benefit in case of fire—that is, if he had $10,000 stock and only $7,000 insurance when a fire came, he would receive ⅞ of the $7,000 indemnity.

This policy, Mr. Cook thought, one which the average man might well leave alone. It gives a better rate, but requires very careful watching. He also spoke strongly in favor of the private chemical extinguishers, one of which he believes should not only be in every store, but in every house.

The Bulk Sales Act.

It is very seldom that business men have the chance to secure the advice of a skilled attorney free of charge. This opportunity was afforded the delegates Tuesday evening, when Norman MacKenzie, K.C., of Regina, addressed them on the Bulk Sales Act and Commercial Law, and when, after making his address he undertook to answer any enquiries which might be made. Questions poured in upon Mr. MacKenzie, and from the trend of these it became very evident that the Saskatchewan retailers intended to go before the local house, and if necessary higher, to get get some reversions in the law. The question of liens taken for debt was thoroughly thrashed out; the general opinion, apparently being that the law on this point is altogether in favor of the farmer as against the merchant.

Mr. MacKenzie traced the growth of Commercial Law. It was established on the customs which came into vogue at the early fairs or markets. In Canada he stated there is not what might be called definite commercial law, and there are no courts definitely given over to the commercial affairs, yet in the railway commission, which is working with splendid success, something along this line is in operation. "This railway commission," said Mr. MacKenzie, "is exceedingly important to you gentlemen. It deals with one of the greatest forces in trade—the railways. It seems to me that you should hold yourself ready to unite with any other force which is aiming to lower freight rates, as they should be lowered.

"I believe," he added, "that the railway commission is capable and ready to act, yet your suggestions along this line will undoubtedly help.

Mr. MacKenzie here made a suggestion that a certain amount of commercial duties should be given to the magistrates, who, as he said, are chosen largely for their common sense. Small cases with reference to debt might be tried before them, and the work of justice thus be facilitated.

To Prevent Bad Debts.

The importance of finding out a man's financial position, so that the advisability of extending or refusing him credit might be determined—a subject which had been brought out in a previous session—was dealt with by Mr. MacKenzie. He believed that one of the best ways to determine a man's financial position would be to have certain changes made, which would enable anyone going to the registry office to find what the man owned. Such a privilege, he believed, could be easily secured.

"Our courts," remarked Mr. MacKenzie, "are good up to the time you get a judgment, but you can't collect.

Now if you could send out a summons and find out what a man can pay, then a judgment could be made providing that a certain sum be handed over to you every month, or that the debtor go to jail. This seems to me a change which might be readily affected. There are nice points to be considered of course. For instance the man might claim that by going to jail he had paid the debt. These things, however, could be arranged.

Liens Against Homesteads.

Referring to the question of liens, Mr. MacKenzie brought out the fact that land used to be of little value, and that men were in need of protection. "I know," he said, "a good many men would have been willing to take $160 for their ¼ section, and not being able to get it, they are millionaires to-day. These people needed protection then to enable them to hold their land, so their homestead was exempted from any seizure. On the other hand, these people at present are worth often hundreds of thousand of dollars. Yet, through this law, they are in a position to laugh at their creditors. You can place a lien on their homestead, but this merely enables you to collect your debt in case the man sells the homestead. The lien is simply a cloud at the owners title.

"I have not found a lien on a homestead, is of great good," said Mr. Painter, of Tantallon. There may be and often is more than one lien against the property, so that even in the event of a man selling, you only recover a small part of your debt. The thing to do," he added, "is to adopt a cash system. Sell for cash like the farmer, and ask the government to repeal all laws for the collection of debts."

Peals of laughter followed this thrust. Then this laughter turned into enthusiastic applause as a vote of thanks was moved Mr. MacKenzie for his splendid address, for the practical suggestions he had made—suggestions, it was felt, which will be acted upon and which will work for the betterment of the retail business.

Banking in the West.

C. O. Hodgins, manager of the Sterling Bank of Canada in Regina, was called upon to speak on the question of banking—a question which is of vital importance to the retailer in a season like this.

Mr. Hodgins thought the banker is hardly given his dues now-a-days. He is regarded as a subject for jest. Indeed the other night a comedian at the theatre began telling of a young man who was earnestly pressing his suit for a young lady's hand. The young lady had wished to know about his family—how far he could trace his descent.

"Well," said the young man, "father was a banker and they traced him as far as Cuba."

But, aside from being a subject for jokers. Mr. Hodgins pointed out the great importance which the banking institution has attained, and showed very clearly the necessity of the banker and the would-be borrower understanding one another. People, he said, often expected the banks to do what the law would not allow them to do. People want banks to do what no sane man would do. Insurance companies will not insure a sick man. A bank should not take a chance on a financially sick man.

This led Mr. Hodgins to speak of the question of general conditions in the West. "The people of this province," he said, "and of all the prairie provinces, are not savers. They put money in the bank simply to draw it out to invest. In Ontario I have seen men start an account with $5 and never make a single withdraw until they had enough to buy a farm. We in this country must get something of that spirit. We must get down to saving in order to pay back what we owe. We must take to mixed farming—land is too valuable now for only grain farming I believe we should use the produce of mixed farming to pay the expenses, and pay off the indebtedness of the farm with the grain.

Extension of Credit.

One of the greatest problems a merchant faces is undoubtedly the securing of credit. Into this matter Mr. Hodgins went at some length. He urged the need of absolute confidence. A banker would not make or recommend a loan unless he believed in the man. It is a known fact that a man who has failed once is more liable to fail again. It is therefore exceedingly important that a man would watch his business carefully and see that all goes well.

"Guard your credit," urged Mr. Hodgins. "If you have to return a draft, write and explain why. Credit is worth more to a man than money.

"Be absolutely honest with your bank Put in your bad debts in your statements once in a while—providing you have any bad debts. This will pay you in the long run, for otherwise the manager will remember your statements did not always work out as well as they appeared."

Address on Advertising.

"What is the dynamic force that brought you into Saskatchewan?"

With this question Arthur Hawkes gained the attention of every man in the convention, as he started his address on the Saskatchewan retailer and his customers abroad.

"In coming here," sair Mr. Hawkes, "you are all looking into the future more than the present. You select the place not where you saw the greatest business, but where you saw the greatest prospect of increasing the business.

"Now," he continued, "where is this increased business coming from? You want to get an idea of who is coming over the hill and what he is coming for. That is, two-thirds of the science of modern business.

"Things are changed even in this new country," the speaker continued. "We learn that in the older districts collections and payments the slower than in the new. This is not hard to understand. Whereas people used to come from 50 miles north to 50 miles south, now they only come from a radius of 1[illegible] miles. Yet, though better railways have decreased the territory from which a town may draw, there is no reason why the trade should not increase. In almost every Saskatchewan neighborhod there is a great amount of unpopulated land. Look ahead you merchants and see what that means. Your object in commerce is not to boost the price of land and to make it difficult for people to get on it. Rather it is your interests to make it easy for people to establish in your community. That means increased money coming into the town.

Study Immigration Policy.

"Can you estimate the economic value of a new settler in your district? Indeed the essence of all your progress is to get more people into vacant lands. How can you do it?"

Speaking along this line Mr. Hawkes urged that the various communities take advantage of the immigration policy adopted by the Federal Government. "Work from the inside out," said Mr. Hawkes. "Get in touch with the settlers who have already come to your community. Make the district attractive to them. Induce them to write to their friends urging them to come to the district. The Government will bring these people in for you, and they will come direct to your locality—direct to your store for supplies.

"It is a brave thing for these people to come 2,000 miles to a new home," said Mr. Hawkes. "They think of the comforts which they will find for their wives and for their children. Make them see through their friends who are already in your midst, that their families will be comfortable if they settle in your territory. The man who hesitates to come to a new district for fear his wife and children will miss some comforts, is the very man who is worth your while getting."

Practical Evidence.

Mr. Evans, of Prince Albert, mentioned some of the steps taken in that community to get new settlers. Each settler in the community was asked to give ten names of those in his home community who might come out. These were written to, and all information about the district was sent. Some of them did come. Others could not come themselves, but referred the Prince Albert Committee to friends of theirs—so a large list of prospects has been secured.

The case of North Battleford; in 1905 a city of tents, now a real city, was mentioned by Mr. Detwelled. Difficulty here had been experienced in that there was no accommodation for immigrants, and to meet this a municipal lodging house had been established. "We must," said Mr. Detweller, "look after the immigrant when he comes."

G. C. Rooke, a representative of the Association of Chartered Accountants of Saskatchewan, read a paper at this meeting dealing with uniform system of bookkeeping for retail merchants. This is exceedingly thorough and it has been decided to have the paper with explanatory forms printed, that any interested merchant may get a copy. From the Credit Men's Association at Winnipeg, this may be secured.

LIST OF DELEGATES.

H. J. Robinson, Saskatoon; S, Chipperfield, Hubbard; E. MacKenzie, Dundurn; A. G. Nicol, Nokins; J. P. Laurent, Bradwell, A. B. Dethiller, North Battleford; S. T. Brown, Simpson, Mrs. Brown, Simpson; T. J. Agnew, Prince Albert; J. Evans, Prince Albert; R. W. Morrison, Winnipeg; Mrs. R. W. Morrison, Winnipeg; R. R. Anderson, Swift Current; J. and S. Hutchenson, Saskatoon; Fred Wilson, Moose Jaw; T. D. Agnew, Prince Albert; W. C. Paynter, Tantallon; F. Fielding Cottril, Simpson; A. N. Sotrang, Dilke; E. Spennay, Bethune; F. F. Meldrum, Bethune; J. A. Stewart and wife, Vanguard; W. H. Elkerton, Chamberlain; Peter Kleckner, Vibank; Mrs. Kleckner, Vibank; Anton Huck, jr., Vibank; H. Furby, North Battleford; G. F. Bell, Davin; J. J. W. Bell, Regina; W. A. Anderson, Regina; J. P. Beauchamp, Qu'Appelle; James E. Robinson and wife, Liberty; S. Pringle, Saskatoon; U. J. Souply, Aylesbury; J. C. Thompson, Regina; A. J. Noptcruff, Glenavon; W. S. Smith and wife, Regina; B. M. Hill, Pennent; J. W. McLeod, Regina; R. U. More, Regina; Chas. B. Smith, Regina; D. R. Grainger, Creelman; H. Gilmour and wife, Regina; T. E. Mullen, Pennent; D. B. Grant, Pennent; C. Barn, Chaplin; Fred Weiss, Irvine; John Koning, Irvine; Sam. Kalmback, Irvine; J. R. Duke, Bethune; Mr. and Mrs. T. S. Armstrong, Swift Current; R. W. Vivian, City; A. S. Patterson, City; Foster Fraser, City; Grover and West, Ogema; George B. Mouson, Mouson Hardware Comapny, Avonica; W. H. Parker, Chaplin; M. Little, Regina; F. T. Marks, Elbow; J. R. Hepburn and wife, Loreburn; N. J. Stewart, Loreburn; E. W. Tuland, Moose Jaw; M. Hall, Vanguard; T. C. Guise, Regina; T. V. Ramvay, Regina; H. S. Kennedy, Regina; W. A. Stanty, Heward; Healey and Purdis, Bridgeford; J. A. McLean, Bridgeford; G. D. Rockwell, Regina; Tom Phillips, Winnipeg; F. H. Longhead, Longsight; J. M. Stowey, Regina; W. H. Andrews, Regina; T. Henderson, Regina; R. A. Hammond, Regina; E. Y. Jones, Regina; George Stoney, Aylesbury; J. W. Bailey, Regina; N. H. Cunningham, Keeler; C. H. Carroll, Marquis; A. Percye, Regina; Mrs. A. Percye, Regina; C. R. Denison, Regina; G. A. Currie, Gull Lake; D. D. Fergusson, Moose Jaw; Jas. B. Parker, Moose Jaw; E. A. Gardner, Regina; A. E. McDonald, Saskatoon; Frank Yeo, Fillmore; W. L. Anderson, Regina; F. E. Bissett and wife, Brownlee; J. D. Munro, Tugaske; Mrs. J. D. Munro, Tugaske; N. Musgrave, Regina; L. A. Whitley, Regina; Jos. Lebarge, Elbow; H. J. Gox, Calgary; B. F. Olive and wife, Regina; S. Pringle, and Miss C. Hecke, Saskatoon; C. J. Monohan and wife; J. C. Wilson, Swift Current; Miss J. Wilson, Swift Current; Miss J. Wilson, Swift Current; And. M. Callum, Moose Jaw; D. S. M. Daniquist, Forget; G. Comrie, Kendal; T. D. Moore, Moose Jaw; H. E. Greer and wife, Milestone; S. Strickland and wife, Milestone; Ed. Forster and wife, Milestone; E. J. Gaeho, Craik; J. L. Sweaney, Lockwood; Roy Layton, Winnipeg; E. W. Lemmon, Winnipeg; Mrs. G. W. Lemmon, Winnipeg; Geo. F. Donaldson, Regina; J. J. Darcey, Hamilton; C. Cudive, Vancouver; A. W. Evans, Glenavon; L. C. Woodill, Winnipeg; W. H. McClinton, Pilot Butte; M. Mewmam, Govan; Donald Fraser, Govan; H. Kister, Regina; Honan Tuler, Regina; D. D. Devine, Regina; Jas. Baird, Glenavon; A. M. Ledingham, Strongfield; J. H. White, Briercrest; H. F. Smith, Liberty; J. B. Hurston, Regina; S. C. Burton, Regina; J. W. Peart, Regina; W. P. Wells, Regina; Caesar Fletcher, Regina; Ed. Huff, Truax; N. L. Green, Regina; A. S. Whicher, Kisbey; Chas. Hodgkins, Regina; W. K. Ward, Regina; J. W. Creswell, Regina; L. H. Armstrong, Regina; J. J. Malone, Regina; A. G. H. MacNeill, Briercrest; J. H. Humphrey, Regjna; W. J. Davis, Regina; J. Altrose, Regina; R. E. Wilson, Howard; P. McAra, jr., Regina; J. F. Bole, Regina; J. K. R. Williams, Regina; J. Grills, Regina; T. B. Patten, Regina; J. A. Schmidt, Tugaske; A. T. Redmond, Regina; Henry Ditchon, Winnipeg; N. S. McMillan, Broderick; H. D. Monroe, Avonlea; F. P. Modu, Vanguard; J. E. Burns, Regina; C. W. Patterson, Regina; E. Bland; Regina; W. Clarke, Regina; D. Shragge and wife, Odessa; G. S. Boas, Regina; W. H. Creswell, Regina ;P. W. Munroe, Heward; J. F. Bryce, Ernfold; E. S. Ard, Antegre; J. C. McGatton, Caron; W. F. Thompson, Caron; H. E. Clauson, Caron; Mrs. H. J. Roth, Regina; J. W. Smith and wife, Regina; W. J. Reycraft, Zealandia; D. Ritchie, Dilke; M. Henderson, Vanguard; Chas. Ward, Vanguard; A. E. Roy, Winnipeg; H. Anderson, Calgary; C. C. London, Calgary; H. B. Graham, Bladworth; N. A.. Sudy, Broderick; A. M. Finnestad, Broderick; J. T. Friedt, Holdfast; L. Jorgeson; Miss Curtis, Regina; P. Glassman, Regina; R. O. Hamre and wife, Hanley; E. Traughton, Lumsden; H. G. Broker, Lumsden; Miss M. Anderson, Richardson; C. S. Palin, Stalwart; Alex. Smith, Stalwart; J. Callahan, Stalwart; Frank Devaney, Stalwart; Joseph Brodby, Stalwart; Alfred Sharpe, Mrs. Alfred Sharp, T. W. Clausen, Caron; W. Elliott, City; H. Snell, Moose Jaw; C. W. Hansford, Regina; H. Insull and wife, Craik; Albert Gibbons, Regina; H. J. Munro, North Battleford; W. B. Lawson, Regina; P. J. Conley, Regina; G. T. Woods and Co., Saskatoon and Regina; W. H. Cheadle, Montreal; W. H. Selater, Regina; Elliott and Elliott, Winnipeg; R. J. Salisbury, Winnipeg; F. J. Wilson, Moose Jaw; R. W. Wilson, Simpson; Robert J. Nesbitt, Simpson; J. Rollins, Macoun; G. W. Armstrong, Macoun; J. R. Reid, Macoun; W. G. Green, Macoun; E. R. Steele, Macoun; H. Corbit, Macoun; E. T. Brandt, Moose Jaw; W. B. Kelley, Imperial; E. W. Longmore, Imperial; S. Hellikson, Swift Current; A. A. Marshall, Swift Current; W. W. Copper, Swift Current; Frank Edgeley, Edgeley; Harry E. Veals and wife, Ituna; H. S. Carson and wife, Ituna; P. J. Kennedy, Halbrite; N. A. Kennedy, Macoun; Alfred McFadyen, Parksbeg; D. Brounstone, Herbert; C. E. McLean, Loreburn: C. A. Michie, Moose Jaw; C. S. Preston, Yellow Grass; W. J. Reid and wife, Canora; A. W. Buchanan, Ebenezer; Carl Mollberg, Assiniboia; J. S. Heckle, Glenside; Frank Martz, Holdfast; A. W. Meamer, Holdfast; E. A. McLean and wife, Canora; Geo. H. Watson, Luseland; E. J. Cummings, Luseland; G. Garfield Ray, Lang; Miss B. Edmundson, Lang; Luther Cornell, Pembrun; A. L. Cormer, Neville; A. M. Bourassa, La Fleche; Fred. Nordquist, Halbrite; Adolf Nordquist, Halbrite; H. Heold, Liberty; E. A. Dykes, Kindersley; R. N. Thorburn, Milestone; J. B. Winter, Hawarden; C. B. Mark, Rosetown; Dave M. Geddes, Rosetown; C. E. Phillips, Kindersley; R. I. Duff, Anglia; Mrs. R. I. Duff, Anglia; H. L. Cargill, Herschel, A. E. Allen, Viscount; R. B. Taylor, Melville; A. Livingstone, Dubuc; M. Bay, Melville; R. W. Gyles, Midale; L. E. Mills, Viceroy; Albert Wedin, Midale; J. A. Rodgers, Eyebrow; Geo. F. Brown and wife, Winnipeg; Alf. Otto, Plenty; H. A. Young, Moose Jaw; A. E. Sparshatt, Swift Current; F. A. Jenner, Fort Qu'Appelle; Wm. Schmidt, Tugaske; W. O. Boyd, Tuxford; A. McKinnon. Wilkie; J. J. Mitchell, McTaggart; J. B. Innes, Moose Jaw; N. Jensen, Moose Jaw; J. H. Rankin and wife, Moose Jaw; W. M. Hahn, Moose Jaw; J. H. Buhr, Morse; Jas. J. Gilmour, Swift Current; Geo. C. Martin, Langbank; A. C. Barrett and wife, Conquest; R. L. Foote, Penzance; N. M. Comba, Penzance; Robert McAlpine, Penzance; Geo. R. Boylan, Dilke; N. F. Fitch, Odessa; Hugh McLean, Lang; Robert Black, Tuxford; L. L. MacLeod, Kisbey; Jos. Gogelta, Viscount; Miss Gogetta, Viscount; H. H. Johnston, Talmage; E. Miller, Moose Jaw; N. C. Sexton, Moose Jaw; H. A. Hanson, Lajord; Marshall Lihman and wife, Brattan; J. Brydon and wife, Francis; J. W. McLeod and wife, Francis; Chas. C. MacLean, Candiac; Edward Hawthorne, Candiac; M. Moncoeff, Swift Current; W. G. Smith, Rouleau; J. H. Craig, Rouleau; Geo. Rouleau, Conquest; E. Martin, Langbank; Frank Clarke, City; C. Harris, City; A. T. McDonald, Medicine Hat; W. T. Blyth, W. T. Kisch, Lajord; John Fordyce, Wapella; Mr. Webber, Wapella; J. F. Neville, Wapella; J. P. Schumm, McTaggart; E. Poole, Rouleau; A. Henderson, Regina; J. Wilhelm, McLean; R. J. McClinton, North Battleford; W. A. Campbell, North Battleford; J. A. Johnson, Swift Current; J. W. Mitchell, Milestone; J. B. McKorzin, Milestone; H. R. Williams, Regina; W. B. Robinson, Regina; D. C. McDonald, Regina; E. H. Hebber, Dundurn; F. B. Summerfiat, Dundurn; Wm. W. McRae, Liberty; A. Blackwell, Bethune; J. A. McDougall, Toronto; W. Greer, Gray; Mrs. E. J. Gaity, Craik; J. E. Anderson, Melville; C. Bickerdyke; S. H. Wright, Outlook; R. K. Wensley, Mildur; Mrs. R. K. Wensley, Mildus;, Montmatre; M. A. Cope, Saskatoon; J. S. Russell, Fillmore; J. S. Campbell, Fillmore; T. S. Harry, Fillmore; G. E. Moore, Francis; S. Forrest, Heward; A. M. Forrest, Heward; R. M. Bickuque, Melville; S. E. Thoryer, Kisbey; Oscar Evoy, Outlook; W. C. Kent, Outlook; W. O. Patty, Rouleau; H. H. Futman, Rouleau; H. J. Tierney, Moose Jaw; A. S. West, Elbow; Geo. D. Miller, Southey; H. H. Gallneier, Southey; Albert A. Creek, Southey; W. H. Elkhorn, Delisle; Miss Elkhorn, Delisle; G. M. Fearn, Regina; Henry Sunstron, Kronau; Jas. H. Good, Tyvan; Earl W. Hall, Estlin; Wm. Welsch, Grand Coulee; H. G. Gordon, Regina; H. S. Kidd, McLean; P. S. Ryan, Regina; Mrs. Ryan, Regina; J. J. Fallis Co., Elbow; G. Robinson, Regina; Preston Palmer, Chamberlain; Mrs. P. Palmer, Chamberlain; F. G. Thompson, Regina; D. K. Stewart, Lorlie; N. H. Birt, Pense; O. Tetford, Pense; Mrs. A. Hill, Francis; J. Bryan, Francis; J. W. McLeod, Francis; J. W. French, Regina; Gordon Rutledge, Winnipeg (representing MacLean Publishing Co.); T. E. Maxwell, Grand Coulee; Clusholm and Wheeler, Sedley; Clusholm and Wheeler, Sedley; Mrs. Frank Yeo, Fillmore; D. A. Stranger, Regina; H. A. Bond, Regina; E. G. Cork, Moose Jaw; K. J. Henderson, Moose Jaw; H. Tansley, Regina; J. P. Smith, Moose Jaw; N. Shuffer, Regina; Chas. A. Traff; Harris; F. L. Dakin, Grenfell; A. M. Farrell, Red River; W. E. Corruthers, Moose Jaw;Jas. Jones, Moose Jaw; A. Muirhead, Regina; R. A. Collinwood, Regina; J. D. Hill, Rouleau; R. Johnston, Rouleau; W. H. Weyward, Rouleau; C. P. Beamer; Dilke; R. L. Low, Rouleau; L. Freed, Regina; A. M. Watt, Arcola; E. B. Murphy, Regina; S. Obgor, Regina; G. A. Brown, Regina; M. Byers, Stoughton; W. G. Dey, Pense; R. J. Kinnar, Pense; J. Mathewson, Strassburg; Henry B. Deveney, Deveney, Strassburg; Wm. H. Smith, Regina; W. Miller, Milestone; K. M. Cowan, Imperial; J. A. House, Strassburg; A. Magel, Strassburg; R. S. Hanbridge, Regina; F. J. Brigel, Regina; R. M. Alexander, Moose Jaw; W. B. Grant, Regina; W. Pullin, Morse; W. O. Smuving, Craven; Thos. Andrew, Craven; J. R. Ayotta, Radville; F. G. McNall, Regina; D. M. Geddes, Rosetown; E. A. Duncan, Rosetown; W. C. McIntyre, Regina; G. Jackson, Regina; W. E. Johnston, Corinne; E. Jarman, Fiske; E. A. Hachoun, Regina Beach; Mrs. A. Hachoun, Regina Beach; Miss Hachoun, Regina Beach; J. A. Stewart, Ceylon; John H. Eby, Radville; J. A. MacFarlane, Nokomis, Norman Hallerie, Regina Beach; W. J. T. Selley, Regina; C. Comm, jr., Moosomin; Mr. and Mrs. H. A. Fisher, Bethune; D. McElroy, Bulyea; A. E. McElroy, Bulyea; E. G. T. Campe, Regina; G. E. Davis; Moose Jaw; D. M. Davis, Moose Jaw; G. T. Gardner, Winnipeg; E. P. Keogh, Regina; Geo. Hetherington, Moose Jaw; E. W. Robinson, Moose Jaw; G. A. Caverhill, Moose Jaw; W. T. O'Brien, Moose Jaw; L. T. Thompson, Moose Jaw; W. C. Wise, Moose Jaw; A. K. Kindred, Glenavon; Jas. McGinn, Glenavon; F. McGinn, Glenavon; T. Thyne, Lovett; Cecil A. Clifford, Creelman; Lorne B. Jacques, Khedive; Thomas A. Dillon, Fort Qu'Appelle; Taylor, Peterson and Co., Moose Jaw; U. A. Parkhill, Moose Jaw; Ed. Parkhill, Moose Jaw; J. R. Blough, Southey; Ida F. Blough, Southey; Frank A. Harris, Francis; Z. J. Dietset, Francis; Jos. Williams, Creelman; Wm. H. Green, Bulyea; G. C. Cook, Regina; J. A. Cook, Buffalo Plains; J. M. Crowe; H. A. Wooley, Edenwold; J. Mohl, Edenwold; S. E. Channey, Renown; C. Williams, Moose Jaw; J. H. Wieber, Waldeck; J. H. McDowall, Swift Current; A. A. Evans, Outlook; J. Parkhill, Moose Jaw; A. K. Thompson, Moose Jaw; M. Snell, Moose Jaw; John Murchison, Conquest; A. E. Ard and wife, Moosomin; J. A. Labron, Indian Head; J. S. Hercote, Indian Head; T. Ritson, Dilke; H. Mather, Sudderbury; L. H. Elsley, Avonlea; W. J. Dobbin, Elbow; P. L. Pauleness, Broderick; A. H. Irving, Rosetown; W. R. Stewart, Pense; Bert Bradshaw, Pense; A. J. Wilson, Regina; Geo. E. Campbell, Richardson Station; A. E. Waldeck, Calgary; C. C. Stewart, Stalwart; G. G. Dey, Pense; A. Yokam, Pasqua; W. F. Fowle, Keeler; H. D. Thexton, Mortlach; J. Duncan, Pasqua; W. R. McMillan, Pense; A. S. Hunter, Regina; Wm. H. Rothstrend. Lajord; R. Loeb, Redlyn; D. L. Nicolson, Regina; H. G. Adams, Expanse; C. L. Milne, F. Dawsey; M. A. Hagedon, Dilke; D. J. Johnston, Cleveland, Ohio.

Current News of the Week

Quebec and Maritime Provinces.

Regina Trotter, grocer, Montreal, has registered.

Bonsquet & Larne, grocers, Montreal, Que., have registered.

J. U. Girouard, St. Ours, P.Q., has sold out to Elz. Peloquin.

Blais & Poitras, grocers, have registered at Three Rivers, Que.

Wm. Ewing, of The Wm. Ewing Co., Montreal, seed merchants, dropped dead last week.

J. W. Ingraham and Kirk & Whitman, Ltd., grocers, etc., North Sydney, N.S., suffered loss by fire.

J. R. Clogg & Co., wholesale fruit and commission merchants, Montreal, have dissolved. H. U. Clogg will continue the business under the same style.

McCulloch, Creelman & Urquhart, wholesale grocers, Truro, N.S., have succeeded McCulloch, Creelman & Morrison.

Jos. Beaupre, a Montreal grocer, died last week. Matthew Fitzpatrick, another Montreal grocer, passed away also last week.

There is reason to believe that a flour mill will be established in St. John, N.B., during the coming summer. A. C. McLeod, of The McLeod Milling Co., of Stratford, Ontario, was in St. John last week, and had a conference with H. T. Hoag, secretary of the Board of Trade, regarding the possibility of that company's starting a flour mill there.

Ontario.

Cain & Co., grocers, Dundas, Ont., have sold out.

Dougal Graham, grocer, Strathroy, Ont., has sold out.

McGuire & Co., grocers, Seaforth, Ont., have sold to T. Daly.

H. J. Wells has opened a grocery store in St. Catharines, Ont.

Schmiedel Bros. & Co., grocers, Berlin, Ont., have sold their business.

The Glencoe Canning Co., Ltd., Glencoe, Ont., has obtained a charter.

E. W. Knight, grocer and confectioner, Blenheim, Ont., has sold out.

Dickinson & Son, grocers, Toronto, Ont., have sold to Gibbons & Co.

A. J. McDonald, grocer, Lanark, Ont., is reported as having sold to Arnott & Watt.

I. Houle, grocer and hardware dealer, Ottawa, is succeeded by Richards & Houle.

Stafford & Co., general merchants, Barry's Bay, Ont., sustained loss by fire recently.

H. S. Hughes has opened a grocery and confectionery business in Brockville, Ont.

Blanchard & Swayze, grocers, Welland, Ont., have been succeeded by Wilson & Swayze.

A branch of the Retail Merchants' Association has recently been formed in Brantford, Ont.

The Monarch Pure Food Co., Ltd., Toronto, Ont., have sold the Malta Vila factory to a syndicate for $55,000.

Chas. Haist, grocer, Welland, Ont., has sold to Laverne Blanchard, formerly of the firm of Blanchard & Swayze.

The Pilgrim Mineral Water Co., Ltd., will succeed The Thousand Island Mineral Water Co., Ltd., Brockville, Ont.

Hamilton Cornwall, of Amherstburg, Ont., has purchased the Beatty grocery store from Adolphus Amlin, taking possession last week.

Sidney Owthwaite, representing McVitie & Price, Limited, Edinburgh, Scotland, and London, England, is in Toronto on business.

A. H. Church, formerly a salesman with The Midland Vinegar Co., in the Old Country, has joined the Canadian staff of Holbrooks, Limited.

James Kimmerly has purchased the store of J. B. Tuckwell at Dresden, Ont., and will carry on a grocery and produce business exclusively.

Arthur J. Giles, London, England, secretary of the Federation of Retail Grocers' Associations of the United Kingdom, was a visitor at the Toronto office of Canadian Grocer on Saturday morning last.

Chatham, Ont., grocers will close at one o'clock on Thursday afternoons during the summer months, commencing June 5. The general stores of Arkona, Ont., will close Wednesday afternoons in June, July and August.

The Toronto Retail Grocers' Association are considering the question of their annual excursion. One of the following four places will be decided upon at next regular meeting: Queenston, Cobourg, Berlin and Peterboro.

Fire broke out recently in the canning factory of Miller & Co., the Trenton, Ont., branch of the Dominion Canners. The building of the Barr Registers adjoining was also destroyed. Both losses are well covered by insurance.

Sea Products, Limited, have been given a Dominion charter to take over the properties of the Canadian Oyster Co., and to deal in all kinds of sea products. Among the incorporators are Thos. and Joseph Mosley. Head office is to be in Toronto.

A branch of the R. M. A. was last week formed in Galt, Ont. The following officers were elected: President, A. F. Stager; 1st Vice-President, A. J. Beattie; 2nd Vice-President, J. F. Kohli; secretary, J. R. Darwen; treasurer, O. M. Wachsmuth; executive, Messrs. C. H. Pearce, A. E. Oakley, Wm. Hall and A. J. Krueger. It was decided that the usual Wednesday half-holiday be granted clerks during June, July, August and September up to the 17th.

Western Canada.

Hoiland & Sandbeck, grocers, Saskatoon, Sask., have dissolved partnership.

R. L. Waugh & Co., Ltd., grocers, Winnipeg, Man., have been succeeded by W. J. Sutherland.

The Melville Mercantile Co., general merchants, Melville, Sask., are succeeded by Henning & Co.

Announcement is made that the Burns Co., meat packers, Calgary, Alta., will rebuild upon their old site in that city.

There is talk in Saskatoon, Sask., of the organization of a large firm to manufacture potato starch. D. Smith, of the Aldrich-Smith Co., is one of the men interested.

GROCERS, BEWARE!

Some Weyburn, Sask., merchants have been made the victims of the accepted cheque shark. The stranger arrived one day recently and made the rounds, becoming acquainted, and deposited small sums in three of the local banks. On Saturday afternoon following after banking hours he set to work making purchases and passing his cheques varying in sums from sixty to two hundred dollars. The cheques in nearly every case were faked after the bank had endorsed them, six dollars being altered to sixty, seven to seventy, and so on. He worked till late Saturday night, and, although many did not bite, he is thought to have cleaned up about a thousand dollars. No trace of his whereabouts has been discovered yet from last report. The Home, the Royal and the Weyburn Security Banks are busy with the merchants who are demanding payment, the refusal of which will, according to some statements made, involve a lawsuit.

New Tariff on Sugar Makes Decline of 20c.

Market Conditions Will Still be Figured Along Exactly Same Lines—Steady Prices Looked For—Molasses Situation Firm With Continued Upward Tendency --Higher Quotations Expected on Nutmegs. Business Rather Brisker.

QUEBEC MARKETS.

POINTERS,—

Sugar—Dropped 20c.
Molasses—Steady.
Coffee—Stronger.

Montreal, May 13.—Volume of business transacted during past week will compare very favorably with corresponding week of last year and is much larger than last week's trading. Collections are improving and generally there is a more optimistic outlook. Main item of gossip this week is new tariff and decline of 20c in sugar. In our issue of April 25 it was reported that Chase and Sanborn coffee, 21 to 25c grades, has advanced one cent per pound. This should have been "declined one cent per pound."

Cocoa butter is firming up under a heavy demand. The demand for cocoa butter has caused a corresponding increase in stocks of cocoa powder which has resulted in exceedingly cheap offering of cocoa powder to clear. The increasing demand for cocoa butter necessitates a larger crushing of cocoa beans which results in a larger supply of cocoa powder than the demand warrants, and tends to advance butter and decline cocoa powder.

SUGAR.—Following announcement of a reduction in tariffs on sugar by the Federal Government, sugars declined 20 cents per cwt. this a.m., and are now selling at $4.30 instead of $4.50. This reduction was more or less expected, but it was not anticipated that it would be as great. The new tariff means a reduction of approximately 20c per cwt. on raw sugars entering Canada from other points in the British Empire or under preferential trade treaties. The new duty on foreign raw sugar, under 16 Dutch Standard, of say 88 per cent. quality, will be 43¼c per cwt. The British Preferential, on raw sugars, under 16 Dutch Standard, will be 38c for 89 per cent. Muscavado and 41c for grocery centrifical crystals under 16 Dutch Standard.

There is an uncertain tone to the sugar market following the new tariffs and until these have been thoroughly digested trading will be hand to mouth. Trading lately has been of this variety and little has been bought for speculative purposes, but at this new level it is likely that this element will be more in evidence than formerly.

The market is weak and uncertain and until confidence has been restored very little business will pass.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The molasses situation is little changed from that reported last week, as the market seems to be "marking time." Buyers are still of the opinion that prices are too high, while sellers say that prices are rather low. Several sales at 36c were accomplished during past week, but there is little demand for molasses at present as buyers seem indifferent, taking the attitude that as they have covered booked orders they prefer to run the risk of paying higher prices, should prices advance, rather than store molasses at present prices.

Sellers on the other hand have been offered a premium by some producers to cancel deliveries. There is a rumor that producers will not be able to deliver all the molasses now sold which opens up a new phase and brings in another complexing factor.

Wholesalers state that the high prices are curtailing consumption. A number of instances were quoted where dealers who had in former years, purchased ten or twelve puncheons, only ordered three or four puncheons this year. This decrease in consumption is an interesting development which will have an important effect on prices in case it becomes general and pronounced. There is a growing tendency among buyers to purchase from hand to mouth till the new crop comes in January next when they will bring it in overland instead of waiting till the opening of navigation, in anticipation that the prices of the new crop will be lower.

There are so many sides to this question and so many factors to consider that each man has to depend upon his own judgment and then take a chance. Prices are variously quoted, ranging from 36c upwards. Prices for molasses out of store is quoted at 38 to 40c.

Fancy Barbados molasses, puncheons	0 40	0 42
Fancy Barbados molasses, barrels	0 43	0 45
Fancy Barbados molasses, half-barrels	0 45	0 47
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	....	0 30
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP.—The maple syrup market is quiet with little business passing. Prices remain the same as last week and now that production for this season is over there is little interest taken in the maple products. The demand is dull.

Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—The market is steady under fair demand. Prices are being maintained on all lines, but are inclined to be weak. Prunes are quite firm. Currants are meeting with steady sale and demand for raisins is increasing with a few orders being booked for future delivery.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins. clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

COFFEE.—Coffee market is a little stronger than last week with a nice volume of business being transacted. Local houses all report healthy increase in sales over same period of last year. The demand shows an improvement this week and there is a feeling that prices have reached the low level and will firm rather than weaken.

Mocha	0 28	0 29
Rio	0 20½	0 22½
Mexican	0 25	0 28
Santos	0 22	0 24
Maracaibo	0 23	0 25
Javas	0 30	0 40

TEA.—There is no change in the tea situation. The new crop of Japans and

Chinas are arriving and are of very high quality. Prices are firm under a good demand.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

NUTS.—Devoid of interesting features. Shelled walnuts are stronger, but other nuts are unchanged. The demand is fair with an improvement in the demand for peanuts.

In shell—		
Brazils	0 14	0 16
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	....	0 11
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 19
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

RICE AND TAPIOCA.—There is no change in the rice or tapioca market. Prices remain the same with steady demand which is coming from all sections of the country. Tapioca is selling well with a slight improvement in the volume of business accomplished.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 80
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

SPICES.—Cochin Ginger is cheaper now than it has been for a number of years and the quality is exceptionally good. Cloves are strong with an upward tendency, due to the shortage of 100,000 sacks in the Zanzibar crop. Pepper is firm, but unchanged. Demand for spices is improving, but prices are unchanged.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 27	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

ONTARIO MARKETS.

POINTERS,—

Sugar—Radical change of 20-cent decline made in basis.

Molasses—Hold firm.

Tea—Fine flavory Ceylons scarce and dear.

Spices—Advance expected in nutmegs.

Toronto, May 15.—With money circulating rather more freely in northern districts, trade during past week has been proportionately better. Collections show some slight improvement. Those who are chronically hard up make use of the tightness-of-money cry in order to ward off the awful day of reckoning, and in this way are making collections rather worse than usual. Tightness generally, however, is becoming somewhat relieved, with rather better prospects ahead, owing to reports of excellent crop conditions in West.

SUGAR.—Although sugar declined 20 cents on Tuesday, this must not be taken as being result of a slump in market, but as a readjustment, and proportionate change in basis. Just how such a radical change in basis will affect market is as yet unknown and scarcely surmised. The whole world is more or less subject to the change contemplated in the States. But one fact has to be taken into consideration, namely, that irrespective of low basis at present moment, preserving season opens in 2 or 3 weeks. This will mean a heavier demand coming on refiner, and applies not only here but throughout world.

After, as before this change of basis, market conditions will have to be figured out along exactly the same lines, the only change being that they will be figured on a basis 20 cents lower.

Locally, dealers look for a quiet, steady market, but claim that either a decline or advance might come.

Year ago, extra granulated in bags was quoted at $5.45, as compared with $4.40 to-day.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Imperial granulated	4 25
Beaver granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45

SYRUP AND MOLASSES.—Molasses situation continues firm with tendency to advance. Dealers are not at all anxious to book orders ahead farther than June 30, thus indicating an expected advance at that time. Most marked change locally is expected in cheaper grades which are used most extensively here.

Maple syrups continue in heavy demand at prices quoted week ago.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS. — Reports from South state that whole crop there is likely to be smaller than year ago, and probability is that crop will be less even than present estimates. In prunes prospects are for a good crop, but growers are of opinion that small sizes will predominate. Frosts are said to have damaged apricot and peach crops, to some extent, but it is not yet known how crop will compare with that of a year ago. Locally prices hold unchanged with market dull.

Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	....	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—Fine flavory Ceylon teas on primary market are scarce and dear. Samples reaching here at present time from Colombo are not of a description to create much interest, through not being suitable to this trade.

Owing to Whitsuntide festival in England there was no sale in London on Tuesday, so that conditions there are unchanged since week ago. Market holds very firm.

COFFEE.—On Rios and Santos primary market has stiffened up about ½c. during past week, going up a few points each day. Milder coffees have felt change a little also, but not to any great extent. Locally situation is practically unaffected.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 28
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Nutmegs and gingers have both been a little flat lately. Dealers, locally, expect to see an advance in nutmegs almost any time now. Only excess stock in some quarters has been preventing advance from coming earlier. Clovers are firm, but due to fall about end of year. Last two crops have been short, but with a fairly full one in sight, futures have been bought at a lower figure. These, however, will not be here before January. Celery seed can scarcely be obtained at any price and cloves still hold high. If duty is put on spices coming into States, as is now being discussed, it will mean that Canadian dealers will have to buy in English or other markets and probably force up prices.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE & TAPIOCA.—Some slight firmness prevails in rice markets over and above last week's condition. Tapioca, if anything, is a little easier. Shipments coming here in two months are being bought at less, which fact will possibly affect spot stock somewhat.

	Per	lb.
Rice—		
Rangoon, per lb.	0 03⅓	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09¼
Medium pearl	....	0 05¼
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Brazils have gone up another ½ cent on primary market. New crop should be arriving in a few weeks now. Quality of what are here is poor, causing little interest to be taken in them.

	Per	lb.
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 16	0 17
Brazils	0 13	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	....	0 25
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

BEANS.—Many conflicting prices are being quoted, owing to poor quality. This year it has been almost impossible to keep to standard owing not to discoloration so much as softness. Beans even though hand-picked show large percentage soft, and are therefore little in demand.

Beans, Canadian—		
Prime beans, per bush.	2 35	2 40
Austrian, H.P., bush.	....	2 60
Austrian, mixed, per bush.	....	2 46

MANITOBA MARKETS.

Winnipeg, May 14.—(corrected by wire).—The market is somewhat better than it has been, but small orders for immediate use is style of buying in vogue, a natural consequence of slow collections and tight money.

Prospects are, however, improving. Wheat is all in, and sowing of coarse grains being rushed along with all speed. Receipts at the Grain Exchange seem to show that some of the farm reserve is finding its way to market.

Industrial conditions are satisfactory, and with the lifting of the war cloud in Europe easier money is confidently anticipated.

SUGAR.—Owing to the changes in the sugar tariff announced on Monday in the House of Commons, sugar on this market declined 20c per cent. on Tuesday.

Extra standard granulated, per bbl	4 50
Montreal yellow, per bbl	4 10
B.C. yellow, per barrel	3 85
Icing sugar, per barrel	5 05
Powdered, per barrel	4 85
Lumps, hard, per barrel	5 95

Sugar in sacks, 5 cents less.

SYRUPS.—Prices are steady following the recent advance. There is a fair demand for the time of the year. Syrup is generally more in use in the winter than in the summer in the West.

2 lb. tins, per case		2 23
8 lb. tins, per case		2 63
10 lb. tins, per case		2 51
20 lb. tins, per case		2 62
Barrels, per 100 lbs.		3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Apricots are reported as firm; other lines steady. Reports on the prune situation at the Pacific Coast state that the carry over is estimated at 48,000,000 lbs; 40s to 50s are not over plentiful, but 60s to 90s are easily obtainable. Smaller sizes scarce. Supplies look to be ample to meet all requirements of the trade.

	Per	lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 05¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 10s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06¾
50-60s, 25s, s.p.	....	0 07¼
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06½
Half boxes	....	0 06½
Half bags	....	0 05¾
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 7s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS.—No changes since the reduction in Rios announced last week.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Prices on nuts continue steady, no change having been reported in several weeks. Demand is moderate.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Trade is featureless, and there is only a moderate or summer demand.

Beans—		
Hand picked	....	2 35
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	3 45
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

WINNIPEG.

FLOUR AND CEREALS.—Flour prices continue steady and demand fair. There is little export enquiry. Rolled oats and cornmeal are unchanged, with an average business doing.

Flour—		
First patents, per bbl.	....	5 40
Second patents, per bbl.	....	4 80
First clears	....	4 00
Lower grades	2 80	3 00
(Jute bags, 10c per lb. less.)		
Cereals—		
Rolled oats, 80 lb. sacks	....	1 65
Standard granulated, 98 lbs.	....	2 15
Cornmeal, sack 98 lbs.	....	1 75
Wheat granules, 16-16s	....	3 08

FISH.—Goldeyes are now off the market. Fresh salmon is quoted at 21c, and fresh halibut at 11c. Demand is fair, and likely to improve with the advent of warmer weather.

Fish—		
Fresh salmon	....	0 21
Fresh whitefish, per lb.	....	0 08½
Fresh halibut, lb.	....	0 11
Fresh trout, lb.	....	0 12
Pickerel, per lb.	....	0 08
Block codfish, per lb.	....	0 10
Finnan haddies, lb.	....	0 08
Bloaters, box	....	1 50
Holland herring, keg	....	0 72
Kippered herring, box	....	2 00
Labrador herring, ½ bbl.	....	4 20

FRUITS AND VEGETABLES.—There is considerable activity in fruits and vegetables, and the market is well supplied in all seasonable lines. Ontario apples are now off the market. Potatoes are selling at 32c to 35c per bushel, and reserves are heavy, with little prospect of an advance.

Cherries, 10-lb. case	....	4 25
Strawberries, case	....	4 00
Pines	4 00	5 00
Bananas, per bunch	2 50	3 50
California lemons, crate	....	8 00
Washington apples	1 75	2 25
Florida grape fruit	5 00	6 00
Naval oranges, case	5 00	6 00
Messina lemons	....	6 50
Australian onions	....	5 50
Egyptian onions	....	3 50
American radish, dozen	....	1 00
Leeks, dozen	....	0 75
American leaf lettuce	....	0 50
Beets, per lb.	....	0 01½
Cabbage, per lb.	....	0 02½
Parsley, per dozen	....	0 40
Head lettuce, per dozen	....	1 75
Carrots, lb.	....	0 02½
Florida tomatoes, case	....	6 00
Swede turnips, per bushel	....	0 90
Green onions	....	0 35
Peppers, per basket	....	1 25
Cucumbers, dozen	....	2 75
Cauliflower, case	....	5 00
California celery, dozen	....	1 25
Parsnips, lb.	....	0 02½
Saurkraut, lb.	....	0 04
California rhubarb, lb.	....	0 08
Imported mushrooms, lb.	....	0 90
Asparagus, case	....	2 25
Spinach, lb.	....	0 15
Potatoes—		
Farmers' loads, per bushel	....	0 35
Carload lots f.o.b., per bushel	....	0 32

PRODUCE AND PROVISIONS.—Butter prices have declined from 1c to 2c per lb. Cheese is featureless. Eggs plentiful and cheap. Business in cured meats is reported to be very satisfactory. Lard is steady and in good demand.

Lard—		
Tierces, per lb.	....	0 13¾
1 lb. bricks	....	0 16
50 lb. tubs	....	7 00
20 lb. pails	....	2 85
10 lb. cases	....	8 70
50 lb. cases	....	8 80
30 lb. cases	....	8 85
Cured Meats—		
Hams	0 17	0 20½
Bacon	0 20½	0 24
Shoulders	....	0 15½
Long clear D. S.	....	0 15¾
Mess pork, bbls.	....	27 00
Corned beef, bbls.	....	14 00
Butter—		
Creamery	0 31	0 35
Dairy best	0 25	0 26
Dairy, No. 1	0 17	0 19
Dairy, No. 2	0 16	0 17
Eggs—		
Manitoba, per doz.	0 18	0 19
Cheese—		
Ontario large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15

NEW BRUNSWICK MARKETS.

By Wire.

St. John, May 13.—Markets hold about same with easier tone in some staples. Sugar has dropped ten cents to-day in some grades. Market looks as if it would remain same for some time, and is not expected to go higher. Flour and molasses are unchanged. Not much molasses are offering now and little business is being done. Pork is scarce, packers advise that beef and pork are firmer and may go higher. New cheese is forcing down market, causing lower price with heavy stocks of old on hand. Butter is scarce. Eggs are higher and plentiful.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 35
Beans, yellow eye, bushel	....	3 10
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12¼	0 12½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43¾	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 55
Cornmeal, bags	....	1 35
Cornmeal, bbls.	....	2 75
Eggs, hennery	0 19	0 20
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	28 00
Backs, American clear, bbl.	....	29 50
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	4 60	4 70
United Empire	4 40	4 50
Bright yellow	4 40	4 50
No. 1 yellow	....	4 10
Paris lumps	5 60	5 75

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TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are taken from Canadian Grocer of May 19, 1893:

"Hormidas Laporte, Jean Baptiste, A. Martin and Joseph O. Bancher have registered a continuation of the partnership of Laporte, Martin & Co., wholesale grocers, Montreal."

Editorial Note.—In last weeks issue appeared an item referring to change in name of the above firm to Laporte, Martin, Limited.

* * *

"The Montreal flour market is very quiet. There is little or no enquiry from outside points, and the local movement is restricted to a few jobbing transactions, for dealers are pretty well supplied at the moment. We quote:—Winter wheat, $4 to $4.25; spring patents, $4.20 to $4.30; straight rollers, $3.40 to $3.55; extra $3 to $3.15; superfine, $2.60 to $2.90; strong bakers, $3.75 to $4."

Editorial Note.—Winter wheat flour, on this market to-day is quoted at $4.50 to $4.75, straight roller at $4.30 to $4.50 and strong bakers at $4.70.

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A CORRECTION.

In the advertisement of Joseph Ward & Co., which appeared in our issue of April 18, an error was made in the name of a brand of salmon. What should have been "Salad" brand appeared as "Salada" brand, which name belongs to the Salada Tea Co. This was caused by a mistake in copying the advertisement. The latter firm decided to institute suit against Joseph Ward & Co., but on learning that this was an error in copying the name, did not do so.

Many Happy Returns

To W. J. MOONEY, president and manager of The Mooney Biscuit and Candy Co., Ltd., Stratford, Ont. Mr. Mooney was born in London, Ont., on May 18, 1859, and for the past ten years has been connected with the above mentioned firm.

To WM. HENRY ESCOTT, of W. H. Escott Co., Ltd., wholesale grocery brokers, Winnipeg, Man. Mr. Escott was born in Avon, Ont., on May 22, 1870. For the past six years he has acted as proprietor of the firm with which he is now connected. Previous to that for seventeen years he acted as salesman for T. B. Escott & Co., London, Ont.

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PROBLEMS AFFECTING OLD COUNTRY GROCERS.

Continued from page 33.

why we should pay for what we didn't get. The grocers were then credited with the shortage.

"In this way our association has done splendid work for the retailer, because it shows actual money saved," Mr. Giles declared.

While scale inspection—or rather the method of covering its cost—is an important topic among the trade in Canada, in the Old Country it is not. Over there the government pays the inspectors, the dealer only being charged for adjustments when his scales are found to be out of order.

When told that in Canada the grocers were attempting to have the law changed so that the government would bear the cost of inspection, Mr. Giles remarked, "They're quite right."

One of the chief differences between trade here and the Old Country as observed by the secretary of the United Kingdom Federation, was that whereas the majority of business was done in Canada in proprietary lines, in Great Britain it is in bulk goods. For that reason the shelves of the Canadian grocers were considered quite attractive and the stores cleanly in appearance.

WANTED

WANTED—WHOLESALE GROCERY LINES for the Maritime Provinces, by an experienced traveller with a good connection of years standing. Address Maritime, Box 475, Truro, N.S.

Conditions Would Justify Flour Advance

But No Advance Has Yet Been Made — Situation Extremely Puzzling—Further Easing Off in Mill Feeds in Toronto—Crop Conditions Considered Perfect So Far.

Flour situation is indeed a puzzling one. Several fluctuations have been made in May wheat in Winnipeg during past week, but prices on Tuesday ruled much same as week ago. On Monday market closed at 93⅝, on Tuesday at 92⅝, and on Tuesday of a week ago at 92⅛, so that there has really been little change on that score.

With offal declining, wheat holding high and amount of wheat in the country rather low, an advance in flour would appear entirely justifiable, but as yet no such change has been made, and there are those who state that in face of splendid crop conditions it is unlikely that any advance will be made.

For export, ocean freight rates have been left for June and July at the April-May level. A meeting was called to put rates up, but decision was given in favor of leaving these at April-May level, which is a reduction of 2c per cwt. on what was proposed earlier in the year.

Winter wheat situation in the States is considered as perfect, some experts going so far as to state that it will be the largest on record. The fact that no set-back has been given since seed was planted has caused much speculative buying. It is stated that something very unusual would have to happen to cause any great deterioration at this date.

Receipts of flour for the week on Montreal market were 20,977 sacks, as compared with 13,790 sacks for same week last year. Exports from port of Montreal for past week were 29,325 sacks, as against 24,858 sacks for corresponding week a year ago.

MONTREAL.

FLOUR.—Flour market is unchanged under steady demand. Domestic demand is quiet and steady, while export is very dull. There is very little to indicate any change in prices, and at present none are anticipated. There is no change in winter wheat flours, but prices are being firmly maintained. Stocks in store are small, and the Ontario millers' offerings are small.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—There is no change in rolled oats situation, as prices are being firmly maintained under lighter demand. Market is steady, and has stronger tone than last week, even though volume of business transacted is decreasing with warmer weather. No price changes are anticipated, even though price of oats is advancing. It is stated that advance in feed oats will not affect rolled oats market to any extent.

Exports of rolled oats from Montreal during past week were 700 sacks and 1,826 cases, as compared with 9,349 sacks and 1,400 cases for same week last year.

Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 38
Granulated oatmeal, in single bag lots....	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Mill feed prices remain same as last week, with an increased demand for bran from United States points. Over 150 cars of bran have been shipped to these points, which has gone long way to relieving congestion of bran on local market. Demand for mill feeds on local market is quiet and steady, with an increasing demand from outside points.

Bran, in car lots, per ton	....	18 00
Shorts, in car lots, per ton	....	21 00
Middlings, in car lots, per ton	24 00	23 00
Wheat moulee, per ton	....	25 00

TORONTO.

FLOUR.—One local dealer states: "I was absolutely sure that an advance would be made last Monday, and to that end gave special instructions to our travelers, but no advance has yet taken place. Now it looks as if wheat would have to stiffen even more before the mills put up prices."

On head of fine crop of winter wheat, which is said to be one of finest in years, Winnipeg and United States markets have softened a little. While this really doesn't affect flour situation except sentimentally, still it burdens market from speculative point of view.

With offal going down both in price and demand an advance in flour would appear almost imperative. High wheat and low feeds under ordinary conditions would cause flour to move up, but now situation appears to be unaffected, at least for the moment.

Manitoba Wheat.

1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Toronto is still out of line for export of rolled oats. Advance in price of oats in States is expected to help Canadian exporters somewhat, but at present situation does not look strong enough to put local dealers back into line.

On this market prices both on rolled oats and cornmeal remain steady, but market is quite dull. Stiffness of corn market continues, resulting in corresponding firmness of meal, but as yet advance anticipated two weeks ago has not taken place. Owing to dullness of trade it is doubtful whether this advance will be made for some time.

Rolled oats, small lots, 90 lb. sacks......	2 10	2 15
Rolled oats, 25 bags to car lots..........	2 00	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 85
Rolled wheat, 5 barrel to car lots	....	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Mill feeds have all taken on easier turn this week. One dollar has been knocked off top price of bran, shorts and middlings, and off both top and bottom price of wheat moulee. Unless a substantial advance be made in flour, prices on mill feeds would now appear to have struck bottom. In case of flour going up, however, even further recessions might be made. At present there is no indication of this except marked dullness of trade generally.

Bran, in car lots, per ton	18 00	19 00
Shorts, in car lots, per ton	20 00	21 00
Middlings, in car lots, per ton	22 00	24 00
Wheat moulee, in car lots, per ton......	25 00	26 00

Fruit and Vegetable Dept.

Pineapple Season Expected to be Short

Primary Market Offering More Freely Than Usual—Poor Quality of Strawberries Leaves Little Margin for Profit—Bananas Firm on Primary Market and Expected to be Higher —Scarcity Still Rules in all Green Vegetables.

MONTREAL.

GREEN FRUITS.—Fruit market is brisk these days, and with warmer weather and arrival of new fruits will get busier each week.

Apples are selling well, with only three varieties still in stock—namely, Russets, Spies and Ben Davis. Prices are slightly higher and quite firm. Bananas are lower, selling at $2.15 to $2.50 per bunch. Fifty boxes of cherries arrived this week and sold around $3.75 per box. Quality of these cherries is excellent.

The steamer Canada, out from Naples and bound for Montreal, has on board 15,000 cases of oranges and lemons from Messina, Sorento and Naples. Following cars were received by a local firm this week: 14 cars bananas, 2 cars pineapples, 2 cars tomatoes. There are only a few crates of Jaffa oranges left on market now. Demand for lemons is increasing with warm weather.

Apples—		
Ben Davis XXX.	3 00	3 25
Spies, first grade, per barrel	5 00	6 00
Spies, second grade, per barrel	2 50	3 25
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Bananas, crated	2 15	2 50
Cherries, California. 7-lb. box	....	3 75
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 25
Oranges, California navels	3 75	4 50
Oranges, Valencias	4 50	5 00
Pears, California, Easter Beurre, box 15 doz.		5 00
Pineapples, Havana	2 50	2 75
Strawberries, per quart	0 18	0 22

VEGETABLES.—Vegetable market is active these days, but shows few price changes. New cabbage is cheaper, selling at $2.75 per crate, instead of $3.50 quoted last week. Asparagus is coming forward freely, both from American and Canadian points. Fancy American in crates is selling at $3.50 to $4 per crate, while Canadian in baskets is selling at $1.50 to $1.75 per 11 qt. basket. Tomatoes are plentiful, but high prices are being maintained. Demand for beans is slow. Florida celery is selling at $3.50 per crate.

Artichokes, Canadian, per bag	....	1 50
Asparagus, American fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	....	1 50
Beans, wax, imported, per hamper	5 50	6 00
Beets, new, per doz. bunches	....	1 25
Beets, old, per bag	....	1 00
Cabbage, new, crate of 4 to 5 doz.	....	2 75
Cabbage, per bbl. of 3 doz.	1 00	1 25
Carrots, new, per doz. bunches	....	1 00
Carrots, old, per bag	0 75	1 00
Cauliflower, hothouse, per doz.	....	4 50
Celery, Florida, crate of 3 to 6 doz. heads	....	3 50
Cucumbers, per doz.	1 75	2 00
Egg plant, doz.	2 50	2 75
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	1 25
Lettuce, Boston, crate of 2 doz.	....	3 00
Lettuce, curly, crate of 4 doz.	....	2 75
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Canadian red, per lb.	0 01½	0 01¾
Egyptian, per lb.	....	0 02½
Spanish, large case	2 50	2 75
Oyster plant, American	....	1 20
Oyster plant, Canadian	....	0 50
Peppers, green, crate	....	3 00
Potatoes—		
Bermuda, new, per bbl.	....	7 50
Green Mountains, car lots, bag	0 60	0 62½
Quebec grades, car lots, bag	0 50	0 55
Quebec grades, small lots, bag	0 85	0 90
Sweet potatoes, basket	....	2 50
Radishes, per doz.	....	0 75
Rhubarb, per doz. bunches	1 50	1 75
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	3 00	3 50
Tomatoes, hothouse, per lb.	0 30	0 35
Turnips, per bag	....	1 00
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Pineapples are offering quite freely. Shipping from primary market has been heavier for season than usual, which would tend to indicate a short season. No immediate decline is expected.

California cherries appeared on market for first time this week. Those shown are 8 lb. boxes of 13 rows, and sell at $3.50 per box. Strawberries now arriving come from Alabama and Tennessee. Quality has been below average, so that during cool weather of past week wholesalers have realized little profit.

Lemon market holds firm. With cool weather and a desire to see daylight through stocks before buying, wholesale trade have tended to keep off market. Whether these coming on with a rush will affect prices is doubtful, however, as market is now so high it can't go much higher.

Apples—		
Spies, first grade, per bbl.	4 00	5 00
Spies, second grade, per bbl.	3 00	4 00
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	2 50
Bananas, per bunch	1 75	2 25
Cherries, California, 13 rowed, 8-lb. box	....	3 50
Cocoanuts, per sack of 80	....	6 50
Grapefruit, Florida, sizes 54, 64 and 80, case	4 00	4 75
Grapefruit, Jamaica, all sizes, per case	3 50	4 50
Lemons, Messina	3 50	4 00
Limes, per box of 100	....	1 50
Oranges, Florida, Valencias, case	4 75	5 00
Oranges, Valencia, ordinary, 420s, case	....	6 50
Oranges, California navels, case	4 50	5 00
Pineapples, case of 24, 30, or 36	2 75	3 00
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, Alabama & Tennessee, qts.	0 18	0 21

VEGETABLES.—Asparagus has advanced temporarily to 90c and $1, solely on account of cold weather keeping back growth. Domestic lettuce is also scarce, causing prices to continue high. Radishes this week are being sold by dozen bunches as well as by hamper. On former price quoted is 50c. Both lines are in great scarcity. Domestic rhubarb is in large supply, and market if anything is rather easier. Watercress too is offering freely, causing easier feeling to market. Quality of Texas, Bermuda onions is very fine. If anything prices are a shade easier than at same period other years. Owing to regulation of method of marketing crop, so as to prevent market from ever becoming glutted, tendency is towards a firmer market than in past years.

Artichokes, Canadian, bush.	....	1 00
Artichokes, French, dozen	....	1 25
Asparagus, domestic, dozen	0 90	1 00
Beans, green, hamper	....	3 50
Beans, wax, hamper	....	4 50
Beets, imported, per doz.	....	1 00
Carrots, per bag	0 35	0 45
Carrots, imported, per doz.	0 50	0 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 75	3 25
Cauliflower, hamper	4 00	6 00
Cauliflower, case of 12	3 00	3 25
Celery, Bermuda, dozen	....	1 75
Chicory, doz.	....	0 75
Cucumbers, Florida, hamper	....	4 75
Egg plant, per crate of 30 to 45	....	5 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 25
Mushrooms, per lb.	0 50	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 75	3 00
Texas, Bermudas, 50-lb. crate	....	2 00
Bermudas, 50-lb. crate	....	2 00
Green, imported, per doz.	....	0 15
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 6 boxes	3 00	3 75
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25
Potatoes—		
Bermuda, new, hamper	....	3 00
Bermuda, new, barrel	....	9 00
New Brunswick, per bag	0 95	1 00
Ontario, per bag	0 75	0 85
Radishes, doz. bunches	....	0 50
Radishes, hamper	1 50	2 00
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Squash, Florida, case	....	4 00
Turnips, per bag	....	0 30
Tomatoes, Florida, case	4 50	5 00
Water cress, domestic, 11-qt. basket	0 50	0 75

Number of New Lines Appear on Market

Fish Sales During Past Week Have Been Exceptionally Heavy —Halibut, Haddock and Trout Make Biggest Features on Market—Mackerel Expected to Strike In Soon—Heavy Stock of Lobsters Causes Drop in Price.

MONTREAL.

FISH.—Cooler weather and three fast days coming this week has made fish market more active than it usually would be at this season.

Fresh fish are coming forward in large numbers both from Pacific and Atlantic coast as well as from inland waters. Cold weather of last week curtailed the catch of fish to some extent, but this was welcome as demand is not in keeping with supply.

Salmon is still scarce both from Atlantic and Pacific coasts. Gaspe salmon is expected to arrive more plentifully in about a week's time. River fish is abundant but brook trout is not so plentiful this week owing to the colder weather.

Halibut and haddock are at their best both in quality and quantity and these lines will be the staples for the coming weeks. Two cars of fresh halibut are coming this week from Pacific coast and catches on Eastern coast are larger than usual.

Soft shell crabs, crab meat, and scollops are re-appearing on market and meeting with a good demand. Oysters are quiet with a declining demand. The closed season for dore ends on the 15th of this month.

FROZEN FISH.

Herring, per 100 fish medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Trout, lake, per lb.	....	0 12
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
Weakfish, fancy	0 10	0 12

FRESH FISH.

Bluefish, fancy, per lb.	0 15	0 16
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Market cod, cases, 250 lbs., per lb.		0 05
Less than case		0 05½
Steak, cod, per lb.	....	0 06
Flounders, per lb.	0 08	0 10
Haddock, fresh, per lb., by express	0 05	0 06
Salmon, B.C. red, per lb.	0 20	0 22
Trout, Brook, per lb.	0 25	0 28
Trout, Lake, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	....	0 20
Whitefish, per lb.	0 11	0 12
Halibut, fresh, per lb.	0 11	0 13
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 15
Pike, pound	0 07	0 08
Perch, dressed	0 09	0 10

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06¼
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Boneless new herring, 10-lb. boxes	....	1 00
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50

SMOKED.

Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Haddies, extra fancy, per lb.	....	0 10
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 4 lb. boxes, lb.	0 10	0 10

CRUSTACEANS.

Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 20
Lobsters, boiled, per lb.	....	0 24
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	3 00
Solid meats—Standards, gal., $1.80; selects, gal.,		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	6 50
Cape Cod Shell Oysters— Medium size, per bbl.	....	8 50

TORONTO.

FISH.—Tendency this week is towards easier prices though stocks are not arriving in quantities sufficient to warrant any marked decline. Whitefish continue scarce, one dealer complaining that he couldn't get enough of them to supply his trade, and had to turn down orders amounting to about 25 or 30 cases. Lake Ontario trout are now offering quite freely, and many, too, are coming from Point au Baril.

Several new lines are expected on market this week. These are restiguse salmon, butter fish, brill, and British Columbia salmon. Opening prices expected are given below.

Ciscoes are now being arranged for, and are expected by next Monday anyway. Live eels appear for first time this week and are quoted at 10 cents per lb.

Sales in halibut are exceptionally heavy. One dealer claims that he sells more halibut than all other fish together. Last Thursday, which was heaviest day experienced for some time, he got rid of 22,000 lbs. of fish as compared with 10,000 for the average day. Cold weather is chiefly responsible for the increase.

FROZEN FISH.

Pickerel, per lb.	....	0 08
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Butter fish, per lb.	0 10	0 20
Brill, per lb.	....	0 15
Eels, live, per lb.	....	0 10
Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	....	0 06
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 25	0 40
Perch, per lb.	....	0 07
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	....	0 25
Salmon, B.C., per lb.	....	0 15
Steak cod	0 07	0 08
Suckers, per lb.	....	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 14
Wrinkles, per bush.	....	4 00

SMOKED.

Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

Cod, 2-lb. boxes, 12 to crate	....	2 80
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Local fish markets are fairly active for season. Receipts of haddock are increasing, and catches of lobsters are greatly improved. Trout continue scarce. Receipts of halibut are lighter than for some weeks, but there is ample stock on market to meet all demands. Oysters are selling freely and sales of smoked fish are about an average.

Large cod (quintal)	6 00	6 50
Small cod (quintal)	5 00	5 50
Haddock (quintal)	4 00	4 50

ST. JOHN.

FISH.—A feature of fish market during last week has been heavy stock of lobsters arriving. These had ready sale, as they were really the first to come in any abundant supply. Price has dropped to from 10 to 14 cents, and with fine weather continuing dealers are looking for supply to improve. Stocks in fresh fish, cod and haddock, have remained fairly encouraging, while a few stray shad are also being received. J. F.

Produce & Provisions

Provisions Firmer; Butter Again Declines

Substantial Advance Made on Hams in Toronto—Butter Expected to Decline Until Grass Makes Offer Freely—Montreal Buys in Lion's Share of Eggs Offered With Resulting Tendency Towards Weakening Market—New Cheese Easier.

Montreal and Toronto markets this week show a strange contrast. While lard declined ½ cent in former, it has advanced ¼ cent in latter. Advance of ½ cent in pork products made in Montreal week ago has been followed up this week by corresponding advance on several lines in Toronto.

Prices on hogs still hold high. Offerings last week were fairly plentiful, but in no way was there any surplus. With all buyers each wanting a few, prices tend to hold higher than they otherwise would.

Further declines have again taken place in butter, and as make is now becoming quite heavy for season, even greater declines are anticipated. A steadily weakening market may be expected until grass makers begin to offer freely. Demand from the coast up to present time is much behind that of last year owing chiefly to heavy importations from New Zealand. Accordingly dealers in East are anxiously awaiting an increase in demand from that source now that make is becoming heavy.

English buyers are again beginning to take an interest in new make Canadian cheese, and a few small orders have been filled during past week. Export trade is as yet light, however.

Following table shows receipts of butter, eggs and cheese on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
For week ending May 10, '13....	7,655	13,769	16,442
For week ending May 11, 1912....	8,360	12,653	19,625
Total receipts from May 1, 1913 to May 10, 1913	12,293	15,819	25,828
Total receipts from May 1, 1912 to May 11, 1912..................	14,756	16,622	30,280

MONTREAL.

PROVISIONS.—Pure lard declined ½c per pound all round during the past week, and live hogs advanced to $10.50 to $10.60 per cwt. These are only interesting features of provision markets this week. Demand is steady and quiet. Hams and bacon are selling well, and demand for cooked meats and specialties is improving, while quite a nice volume of business is being done in canned meats. There appears to be no great change anticipated in market, and very little to indicate anything of this nature. Hogs are plentiful. Even though price is high the quality offsets this advance.

With warmer weather demand is expected to increase, as it is correspondingly difficult for the consumer to keep fresh meats in good order for any length of time.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb...	....	0 16
Large sizes, 20 to 28 lbs., per lb.	....	0 17½
Medium sizes, selected weights, 12 to 20 lbs., per lb.	0 19	0 19½
Extra small sizes, under 12 lbs., per lb...	....	0 20½
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 19
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb.........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb...	....	0 16
Wiltshire bacon, 50 lb. sides, lb.........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.	....	0 15
Square shoulders, bone in, per lb.	....	0 14
Cottage rolls, small, 4 lbs., per lb.	....	0 18
COOKED MEATS—		
Boiled ham, small, skinless, boned, lb..	0 28	0 29
Jellied tongue, 10 lb., open tins, lb...	....	0 28
Headcheese, per lb.	....	0 10
English brawn, per lb.	....	0 12½
Jellied hock, 6 lb. tins, per tin.........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb.............	....	0 14½
Flanks, bone in, not smoked, lb.........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14½
Tubs, 60 lbs. net., lb.	....	0 14⅞
Boxes, 50 lbs. net, per lb.	....	14½
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb...................	....	0 09¾
Tubs, 50 lbs. net, lb.	0 15½	0 15½
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs...	$28 50
Canada short cut back pork, 45-55 pcs., bbl......	28 00
Heavy short cut clear pork, bbl.	28 50
Heavy clear fat backs, 40-50 pcs., bbl.............	28 50
Heavy clear fat backs, 60-70 pcs., bbl.............	27 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb..................	....	0 06

HOGS.

Live Weight, per 100 lbs.	10 50	10 60
Dressed pork, per 100 lb.		15 00

BUTTER.—Owing to heavier receipts the price for fresh creamery butter has declined ½c per pound, but other grades remain same as last week. Supplies of butter coming forward are quite heavy, and it is likely that prices will decline further very shortly.

Fresh creamery print	0 28	0 28
Creamery s olids	....	0 28
Farmers' separator butter	....	0 25
Dairy prints, choice	....	0 25
Dairy solids	....	0 25

EGGS.—Owing to keen competition among egg buyers, price has been advanced, and new laids are selling at 24c, while No. 1 eggs sell for 22c. Egg buyers seem to have forgotten the lesson taught them last winter, and are bidding higher for eggs this year than last year. If packers are forced to pay these high prices for storage there will be some interesting happenings again next winter, but there is a feeling among the trade that prices will soon tumble to a reasonable level.

New laid eggs, per doz.	....	0 24
No. 1 eggs, per doz.	....	0 22

CHEESE.—There is no change in price of cheese, although receipts on local market have been very heavy during past week. Bulk of this is for export. Exporters are paying higher prices for cheese than the market in anticipation of an early advance. Export demand at present is quiet .

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—Demand for poultry is fair, with scanty receipts. Demand is being supplied almost wholly with cold storage stocks. Prices are firm, with chickens higher at 20c to 21c per lb. Frozen, milk-fed broilers are selling at

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

PINEAPPLES

The season is now on. We handle only First Quality Fruit. We repack and make sound every case before shipping. Our brands are all full pack and uniform in size. Our prices are right. Send us your orders.

LEMONS

The market is advancing. If you want to make a few dollars easily order ten to twenty-five boxes to-day.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

The Arctic Refrigerator

Built to your requirements

If you are planning on installing a new refrigerator, send us your plans and measurements of space allotted to it, and we will be pleased to quote prices.

The "Arctic" is very widely known and has always given entire satisfaction. The best stores in the country use the Arctic. It is sanitary, and makes an attractive store fitting, keeping perishable stock always cold (dry cold), and fresh.

Send for 1913 Catalogue to-day.

A full line of new goods in stock.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

EVERY GROCER KNOWS THAT THE FASTER HIS STOCK MOVES THE MORE MONEY HE MAKES —

That well advertised goods not only move faster than others, but that they are also easier to sell.

HEINZ 57 VARIETIES

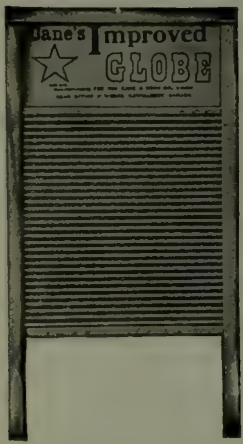
PURE FOOD PRODUCTS

are always well advertised.

Millions of people already know their goodness; others are learning about them every day.

Need we offer you any better reason for keeping an eye on your stock to see that you never run out of these good sellers.

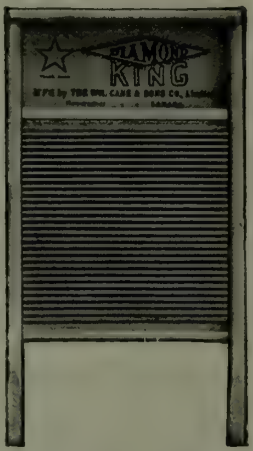
H. J. Heinz Company



CANE'S WASHBOARDS

Are Business Getters

They always give the buyer perfect satisfaction because they are well made from the most durable materials.



We make these washboards in 12 different styles and grades so as to meet every demand. Each and every grade is the best for the price that is procurable.

Write for catalog on "Cane's Washday Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited
PORT ELGIN, - Ontario

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.

THERE WILL BE A

BIG DEMAND

THIS YEAR FOR

Keating's Powder

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is on. It will run right through the summer, and this year be larger than ever.

Anti-Dust SWEEPING POWDER

There are a score of other makes being offered you to-day. We know that, but with all respect for our competitors, we confidently state that

Anti-Dust

is better and different.

Superior quality at same price makes it a more valuable stock for you. There is greater germ killing power with it and then—**It Sweeps Cleaner.**

Ask Our Agents for the Green Tin

Sapho Mfg. Co., Limited

Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto; Lauro Chemical & Perfumery Co., Ottawa; Fenwick & Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St., Quebec City.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

Give Her Better Quality

Get in right with the housewife by selling her Chinese Starch, for by so doing you give her the acme of quality and fullest quantity. "Chinese" is the only starch with two oils; one perfumes the linen, the other makes the iron slip. Stock and sell "Chinese."

OCEAN MILLS, MONTREAL

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

16 oz. to the pound —not 12.

Only starch with 2 oils.

FACTS

about **QUINQUINOL**, the perfect Stock Food, for Cattle, Horses, Sheep, Poultry, etc.

QUINQUINOL

is recommended by the Minister of Agriculture.
Has been awarded three diplomas at big Exhibitions.
Packed in tins—absolutely free from loss by vermin or moisture.
Every tin carries a money back guarantee.
50% profit—costs the dealer $4.00 per doz., sells at $6.00.
Freight prepaid on six doz. lots.

One dealer in each town wanted

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET, MONTREAL

Your Best Advertisement

is your customer's recommendation and women talk about what interests them. To sell good articles enhances your reputation and what better than Zebra Stove Polish, and Brasso, the metal polish which brightens all homes.

OMAZON

A Canadian Stock Food of Repute.

Make the most out of the farmers. They need stock foods just now, and the satisfaction our preparation will give means steady repeat business.

Horses, cattle, hogs, poultry, etc., all thrive when treated systematically with this nourishing powder.

AGENTS:

Can't you see a big thing in this for you?

Dr. Ed. Morin & Co., Limited
QUEBEC

Our Premium Store

No. 336 St. Paul St.

Montreal, Canada

Helps to Sell "Babbitt's," the Original Soap Powder

Once you start a customer on "BABBITT'S" she will always use it, because of its great cleansing power—it is a concentrated powder and "a little goes a long way." PUSH IT because the profit on its steady sale will please you as much as "BABBITT'S" SOAP POWDER will please your customers.

B. T. BABBITT, INC.
NEW YORK

LEITCH ANCHOR BRAND OAK LAKE

EVERY POUND OF ANCHOR BRAND FLOUR

is of supreme excellence

and if there could be a higher quality flour made from Manitoba Hard Wheat, its name would be **Anchor Brand Flour,** because for 25 years we have made it a specialty to keep ahead of all mills by manufacturing just that kind of products that can appeal to discriminative buyers who prefer to even pay a little more money and be sure to get all the quality possible.......and our success is to-day unquestionable as **Millers of Quality,** particularly because we limit our milling capacity to the amount of high grade wheat available in the harvest. Get a free sample big enough for a test baking.

Leitch Brothers' Flour Mills, Ltd.

"Millers of Quality"

OAK LAKE MANITOBA CANADA

Sterling BRAND

- Lime Fruit Juice
- Raspberry Vinegar
- Grape Wine (Unfermented)
- Orangeade
- Flavoring Extracts
- Marmalade
- Jams and Jellies
- Sauces
- Catsups
- Relishes
- Pickles
- Etc., Etc.

These are a few of the reliable STERLING BRAND lines that every aggressive grocer should stock and put to the front. They are all-year-round staples.

The T. A. LYTLE CO., Limited

STERLING ROAD, - TORONTO

Still At The Top!

For ten years the sales of

SHREDDED WHEAT BISCUIT

have never failed to show an increase over the sales of the previous year—and this without any free deals for the grocers or bribes or premiums for the consumers. Its supremacy among cereal foods is unchallenged. It has held its own against all comers, surviving the ups and downs of public fancy. Always fresh, always clean, always pure, always the same. It is the one staple breakfast food eaten in every city and hamlet in Canada and the United States.

Shredded Wheat is packed in neat, substantial wooden cases. The empty casee are sold py enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

The Canadian Shredded Wheat Company,

Limited

Niagara Falls, Ont.

Toronto Office
49 Wellington Street E.

(S-90)

"COW BRAND" Baking Soda

For satisfaction and profit there is no line of Baking Soda quite so good as COW BRAND.

It's invariably pure, of full strength, and reliable, and is always in demand by the careful cook!

Order from your jobber

CHURCH and DWIGHT

Limited

Maunfacturers
MONTREAL

A Profitable Line For You

1. Attractively packed and labelled.
2. "King Oscar" sells readily.
3. Have the natural sea flavor.
4. Packed in Pure Olive Oil.
5. Uniformity of size.
6. Tasty, Nutritious, Zesty.
7. Satisfaction for your customers.
8. Profit for you.

By Special Royal Permission.

9. Put up by the largest packers on the coast of Norway—the home of the finest sardines in the world.

CANADIAN AGENTS:

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(J. A. Henderson)

Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

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HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

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Montreal Representative
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Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

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TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
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EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN, ILL., U.S.A.

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.

BRUNSWICK BRAND
KIPPERED HERRINGS
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1895
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Goods With An Appearance. Goods With A Reputation. Goods With A Profit.

CONNORS' High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
(oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Your Trade For OLIVES

is 100% larger now than 10 years ago. People are using them more freely. The taste for this table delicacy grows on users. The increase in the Canadian trade is largely due to

D. W. C.
SPANISH OLIVES

The finest selected Spanish Olives only are packed — all sizes and varieties of styles. Ask your jobbers' travellers for a trial lot.

ROWAT & CO.
Glasgow, Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

PARAFFINE
Wax Candles

A Favorite Line of Staples

Made of pure paraffine wax, in all popular sizes. Specially desirable for home use.

Our Paraffine Wax Candles are guaranteed to give satisfaction to your customers.

If you are not carrying them already, write to-day for complete list of prices.

The Imperial Oil Co., Limited
Toronto, Winnipeg, Montreal,
St. John, Halifax

Superlative Quality Consistently Maintained

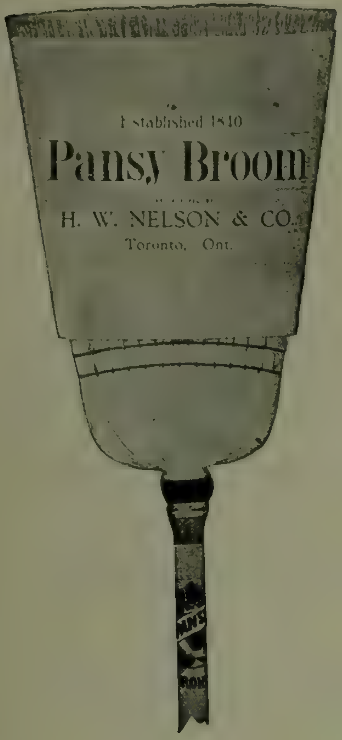
Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	4.50
Banner Condensed Milk, 4 doz. in case	5.25

J. Malcolm & Son, St. George, Ont.



—brooms that last

are the brooms that pay

A cheap broom rarely ever gives satisfaction to the customer or the dealer. If you can get your patrons to pay a little more and take the "Pansy" instead of a cheaper, poorer made broom, you are bidding for her future broom trade.

A satisfied customer is a valuable asset to your business, so it is a good policy for you to push a broom that will give the user daily pleasure.

Write for a sample lot of Pansy brooms. We make all grades of brooms and brushes.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

The NEW FRENCH NUTLARD

What is it?

A substitute for Hoglard. An absolutely PURE product of NUT OIL.

Why is it preferred?

Because it is naturally 100% PURE.
Because in never goes Rancid.
Because it is always the same quality.
Because it always gives such satisfactory results.

Who use it?

The Housewife for all her cooking.
The Confectioner says "It's a boon."
The Biscuit Maker says "It is a great biscuit maker.

Why should the GROCER sell it?

☞ BECAUSE—There is no loss.
There is always profit.
There are no complaints
—always satisfaction.

Rocca, Tassy & DeRoux
MARSEILLE

Dominion Agents:
J. RUSSELL MURRAY
6 St. Sacrament Street, - - - TORONTO

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it thathe must spend money — lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., **Toronto, Can.**

The Red Rose Specialty

Men from A. W. Hugman, Limited,
Montreal, deserve the

Glad Hand of Welcome

because

Red Rose Jellies

Red Rose Baking Powder

Red Rose Extracts

are all of the highest quality and beyond doubt the best on the market too.

LET US HAVE YOUR ORDER
and you'll learn what repeat business really is.

A. W. Hugman, Limited
MONTREAL

BARBADOS
GOLDEN SYRUP

"PERFECTION" (brand)

Choicer than any you have ever stocked, more delicious than you can imagine.

No importation of molasses has hitherto measured up to this in quality.

Put in a supply right away and show your customers what the pure syrup of the raw sugar cane really is.

Supplies are Now Being Landed

Ask Your Wholesaler

WEST INDIA CO., Ltd.
MONTREAL

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

Housewives Get the Habit of Buying "SOCLEAN" Sweeping Compound

because it makes their work pleasant, prevents dust from rising, kills moths, disinfects the home and makes rugs and floors bright and clean.

Extra Large Pail, 25c.

SOCLEAN
A GRANULATED DUST COLL... BEING SWEEPING COMPOUND FOR SWEEPING DUSTLESSLY
NON-INJURIOUS ... & SANITARY
SOCLEAN LIMITED
...NSERS AND POLISHES

We are now giving an extra large pail at the same price as we formally charged for the smaller one (25c.)

You'll find "Soclean" a splendid sweeping compound for your store. Sold in barrels for merchants' own use.

We help you sell "Soclean" by supplying you with transparent signs, cards and counter booklets.

Write us to-day.

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada
Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATION VACANT

GROCER WANTED — ONE HAVING EXperience, particularly in window dressing, card writing and ad. writing. Apply C. T. Woodside, Saskatoon, Sask.

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town. Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLlect your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Co-Operate With the Housewife

Tell her about

MAPLEINE

for Dainty new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene

(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.

Every package carries above guarantee in detail. Our travellers carry unique propositions.

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.

Pipes and All Accessories.

J. A. FOREST
189 Amherst St. MONTREAL

A CARD WILL BRING PRICES

Our PAPER BAGS
and
WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

WRITE TO
10 Garfield Chambers, Belfast, Ireland,
for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package More than attractive
Quality. We act second to none.

Augustus Conte & Co., Montreal

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

PICKLES
TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada
EMERSON, BAMFORD CO.
842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced

"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Your card in our **MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY** pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1866.

SHOW CASES
Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

BLACK DIAMOND OVENS

BAKE OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"

PUT UP IN BULK ONLY

It is a powerful disinfectant powder for sweeping purposes. Pleasant odor.

No-Dust Mfg. Co.
8 Market Sq., St. John, N.B.

A want ad. in this paper will bring replies from all parts of Canada.

HOLLAND RUSK

Attractive advertising matter or window display free on request. Send for it to-day.

HOLLAND RUSK COMPANY
HOLLAND, .:. .:. MICHIGAN

WHITE SWAN

"SURITY OF PURITY"

is the slogan of all **White Swan** Products. Being backed by years of experience, each product is made with the best selected ingredients, because the makers know just where to get the purest and highest grade of raw materials.

White Swan Spices, Coffee, Jelly Powders, Extracts, Yeast, Baking Powder, etc., never fail to give the utmost satisfaction both to dealer and customer alike. They allow the dealer a good margin of profit.

White Swan Specialties are backed by a "money-refund" guarantee. The goods prove their merit.

A Trial Order is Solicited

WHITE SWAN SPICES & CEREALS, LTD., TORONTO

"Commercial Service"

Brantford
MOTOR TRUCKS

Light, durable, economical, reasonably priced and built by a corporation specializing to the grocery trade—ask for particulars.

Brantford Motor Truck Co., Limitea
Brantford - - Canada

Imported Canned Goods

"SOLEIL" Superior Brand

1912 PACK

Full assortment, including

BEST QUALITY
REASONABLE PRICES

SOLEIL PETITS POIS

Extra Fins, Tres Fins, Fins, Mi Fins, Moyens No. 1, No. 2, No. 3.

SOLEIL VEGETABLES.

Asparagus, Spinach, Artichokes, Haricots, Flageolets, Macedoines, Brussel Sprouts, etc.

SOLEIL SOUPS.

Julienne, Nouvelle au Printaniere, Chervil, Tomatoes, etc.

1913 Pack.

We are taking orders for these high-class goods for delivery on arrival. **In order to secure the lowest price of the season, order now.**

IMPORTED MUSHROOMS

From Paris.

"F. LECOURT'S"

Extra Choice, First Choice, Choice, Gallipedes.

Canadian Canned Goods

1912 Pack.

We have still in stock Tomatoes, Corn, Peas, and many Fruits of 1912 Pack, on which we can quote very interesting prices.

1913 Pack.

We are now booking orders for our well-known **"Victoria"** brand, as well as for the most popular Brands of "Dominion Canners" for fruits and vegetables. Make haste.

ORDER AT ONCE.

Write, Phone, Wire.

LAPORTE, MARTIN & CIE., LIMITEE

Tel. Main 3766 **568 St. Paul St., MONTREAL**

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Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

Twenty-six and a half cents on every dollar is yours

Every dollar you invest in "Richards' Quick-Naptha" and "Richards' Pure Soap" will give you a net profit of 26½c. to say nothing of the tremendous satisfaction you will give your patrons with every sale. This satisfaction means a growth of your soap business and incidentally the development of your other departments. Housewives appreciate the superior quality of these soaps—they are economical and very effective without much rubbing.

Sold through the wholesale trade.

Sanitary Cans

"The Can of Quality"

Baked Beans, Soups,
Meats, Condensed Milk,
Evaporated Milk

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

PURVEYORS OF
JAMS, JELLIES AND
CANNED ENGLISH FRUITS

TO
HIS MAJESTY
KING GEORGE V.

BY APPOINTMENT

Chivers & Sons' Fruit Preserves

have a flavour that is unequalled, being composed of the choicest fresh fruit skilfully prepared. This delicious flavour may be attributed to their method of preserving and packing, almost immediately after the fruit is gathered. This is an advantage obtained by Chivers' factory standing in the midst of thousands of acres of orchards in the finest fruit-growing district of Cambridgeshire.

PURITY—CLEANLINESS—FRESHNESS—are the hall-marks of this world-famed make of food products.

A feature that you will find as a selling point is the careful packing in tins or bottles. By a special process all the tins are prepared so as to prevent the possibility of any detrimental effect on the fruit.

You safeguard your reputation, Mr. Grocer, by stocking foodstuffs of perfect purity and quality—tried and tested. You will find it the means of bringing many repeat orders—at good profit.

ORDER TO-DAY

CHIVERS & SONS, LIMITED

FRUIT GROWERS, - - - HISTON, CAMBRIDGE, ENGLAND

For samples and quotations apply to the agents:—

THE W. H. MALKIN CO., LTD.
57 Water Street
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig St. West
MONTREAL
(Canada and Newfoundland)

THIS IS THE 1,328th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MAY 23, 1913 No. 21

W. T. BENSON & CO'S
CANADA
PREPARED CORN
FOR CULINARY PURPOSES
This most delicious of all preparations for BLANC MANGE, PUDDINGS, CUSTARDS, INFANTS' FOOD, &c., is universally acknowledged to be superior to any preparation of a similar kind from the United States or Great Britain; is
GUARANTEED PURE
and superior to any similar preparation ever offered to the public; has taken First Prizes at all Canadian Exhibitions and received the
PRIZE MEDAL
AT THE
International Exhibition, London 1862
AND AT THE
Centennial Exhibition, Philadelphia, 1876
MANUFACTURED AND REFINED BY
THE CANADA STARCH CO., LIMITED
EDWARDSBURG WORKS
CARDINAL, ONT.
OFFICE: MONTREAL, QUE.
CANADA
RECIPES
ICE CREAM
FRUIT PIE
CAKE
CHOCOLATE SHAPE
INFANTS FOOD
Other Modes of Use

Guaranteed pure, wholesome and superior to all other similar preparations for Blanc Mange, Puddings, Custards, Infants' Foods. Have you your summer stock? Order to-day.

The Canada Starch Co., Limited
MANUFACTURERS OF EDWARDSBURG BRANDS
Cardinal Brantford

UPTON'S

**JAMS, JELLIES,
MARMALADES,
CATSUPS, Etc.**

" We want to tell you about **"UPTON'S"** Canadian pure fruit products—Jams, Jellies, Marmalades, Ketchup, etc. It is a well-known fact that Canadian fruits are second to none, Canadian refined sugar is also of a higher standard than most other makes, and it is these two constituents that are united by a modern and sanitary process in the making of **Upton's Pure Fruit Jams and Jellies.**

Your customers get honest value for their money and your profit is good, sure and steady.

The purity, the deliciousness of these table delicacies together with extensive advertising makes ready buyers—and once a buyer, always one.

Order from your wholesaler. "

**The T. UPTON COMPANY, Limited
Hamilton, Ontario**

CODOU

Manufactured by Felix Codou, Marseilles, France, in one of the most rigidly clean and modern Factories in the world, these goods are unsurpassed for quality.

MACARONI
VERMICELLI
SPAGHETTI

Only Taganrog (Russia) Wheat is used, it being the wheat best adapted for the production of these delicacies. Tender as pastes can be, and nutritious to the highest degree. The name "Codou" on the package ensures the quality.

Arthur P. Tippet & Co.
Agents
Montreal *Toronto*

"SHELL" BRAND

Castile Soap

("LA COQUILLE")

The Standard of Purity

A Pure Oil Soap

Has the largest sale of any Castile Soap in the Dominion.

For sale by all wholesale houses

THIS SOAP IS ESPECIALLY MANUFACTURED BY
Messrs. COURET FRERES, MARSEILLES,
FRANCE

For Messrs. ESTRINE & CO.

P. L. MASON & CO., Toronto, General Agents

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

**SMITH
AND
PROCTOR**
SOLE PACKERS
Halifax, - N.S.

Cook's Friend

BAKING POWDER

Helps You Hit the Perfection Mark

the mark you must have on all goods you handle if you want your customers to be completely satisfied.

Cook's Friend

OVER 50 YEARS A LEADER. Others so far behind now they can't catch up in quality.

Cook's Friend

Contains no alum. Nothing but purest, non-injurious ingredients used.

W. D. McLAREN, LIMITED, Montreal
John J. Gilmor & Co., Winnipeg, Agents for the West

Borden's

Since 1857

The name *Borden's* and *quality* are practically inseparable. It is a pleasure for the grocer to sell Borden's Eagle Brand Condensed Milk, Peerless, St. Charles and Jersey Brands Evaporated Milks and Reindeer Coffee and Cocoa—all Borden lines are lively sellers and invariably prove satisfactory to the customer.

Push Their Sale!

QUALITY

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

"JERSEY"
BRAND
UNSWEETENED
EVAPORATED MILK
ENRICHED BY EVAPORATION TO THE CONSISTENCY OF CREAM

Borden Milk Co., Limited

"Leaders of Quality."

MONTREAL

Branch Office No. 2 Arcade Building
Vancouver, B.C.

Seasonable Sellers

CANNED LOBSTERS.

Prize Cup Brand, ½s, 8 doz. cases, doz........$2.40

CANNED TOMATOES.

We have secured a few hundred cases of Extra Choice Tomatoes, packed in Sanitary Cans. The quality is extra fine, and the prices are right. Many complained this year of the quality of Canned Tomatoes they received. These are good solid pack and color. While present stock lasts, doz.... 1.35

CANNED SALMON.

ARGO BRAND. This line is selling well. It is a good RED, FLAKY FISH, doz. 2.10

CANNED GOODS FOR FALL.

We are again offering our well known brands, CROSSED KEYS, SOLAR, CANADA PRIDE, ETC. Better place your order now. We always fill all orders IN FULL. 100% DELIVERY GUARANTEED. We have always done it in the past.

CHIVER'S PURE ENGLISH JAMS AND ORANGE MARMALADES.

This is a good summer seller. Better drop us a card and get in on the special introductory offer.

FENWICK, HENDRY & CO.

Manufacturing Wholesale Grocers
KINGSTON - - ONTARIO
Long distance phone No. 125. Use it, it is free.

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

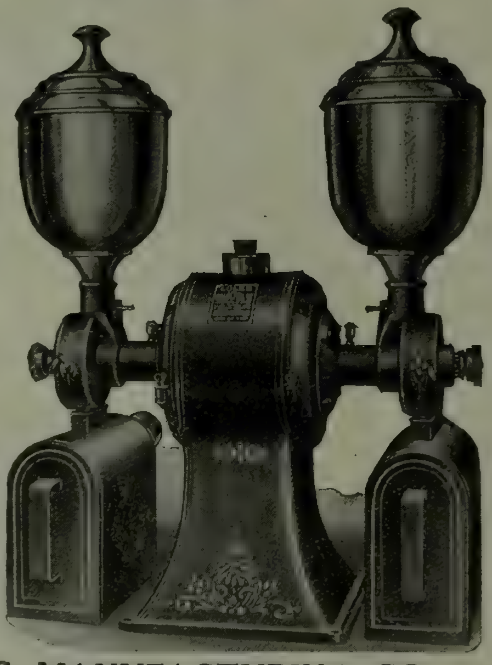
Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price.

26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.

1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

THE MARK OF OLIVE QUALITY

Club House Brand

the finest, smooth skinned Spanish olives obtainable from the best localities. They are scientifically processed under the strictest supervision, using great care, skill and cleanliness and "brine" made of water from our own pure Artesian well

Back of every bottle is our guarantee of quality, assured sales with a good margin of profit.

Handle "Club House" Brand Olives.

Send your orders to-day.

Gorman, Eckert & Co., Ltd.

London, Ontario

Western Selling Agents
MASON & HICKEY
WINNIPEG

IN THE LIMELIGHT

"Simcoe" Baked Beans

have long since been in the limelight of public favor aad will continue to hold this prominent position by reason of their **unvarying quality, large quantity** and deliciousness. All good dealers should handle—our prices will interest you. See your wholesaler or write direct.

Dominion Canners Limited
Hamilton - - Canada

EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

Swallow Brand

(Hirondelle)

Macaroni Vermicelli
Spaghetti

There was an interruption in shipments owing to part destruction of our factory by fire.

Everything O.K. Now.

We are ready to ship

Swallow (Brand) Quality

is the quality you can offer customers without any fear of complaint. It has always been uniform and reliable simply because the very best of material goes in.

C. H. Catelli, Ltd. Montreal

—SOUND BUYING

¶ The more the gambling feature is eliminated from business dealings of all kinds, the better it is for all concerned.

¶ There is no reason why the same common sense basis should not be placed on the purchasing of fruit products.

¶ **E. D. S. Brand Jams, Jellies, Preserves, Marmalades, Fruit Juices, Catsups, etc.,** have for years held the pinnacle position for **absolute purity** (proven by Government analysis).

¶ We don't ask the dealer to gamble with us on the quality —he gets that if he buys and sells **E. D. S.** Fruit products—he gets what he pays for, and so do his patrons, namely, fresh fruit carefully prepared. No adulteration of any kind. Buy soundly by insisting on **E. D. S.** lines. The profit for you is good.

Made only by

E. D. SMITH & SON

LIMITED

WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

CLARK'S
PORK AND BEANS
Plain, Chili, Tomato Sauce

Do you ever pause to consider, Mr. Merchant, which is the more reliable MONEY MAKER, the unknown brands which you may sell ONCE IN A WHILE, or the brand which the people KNOW and WHICH SELLS ALL THE TIME?

DO YOU NOT FIND THAT
Clark's Pork and Beans
ARE IN EVER INCREASING DEMAND?

May we tell you some reasons why? CLARK'S aim is to give the public QUALITY. This is accomplished only by using the very finest material and employing the very best methods of preparation.

CLARK'S extensive and continuous advertising is calculated to HELP YOU by keeping the public well informed at all times.

**CLARK'S QUALITY RETAINS OLD FRIENDS.
CLARK'S ADVERTISING MAKES NEW ONES.
CLARK'S GOODS MAKE YOUR BUSINESS GROW.**

WM. CLARK, - Montreal

St. Lawrence Granulated

100% PURE CANE Sugar, put up in three different sized grains:

Red Label Fine Grain **Blue Label** Medium Grain **Green Label** Coarse Grain

The size of the grain of these several brands will never vary.

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

---

IT IS NOT EASY

to cut exactly the amount of cheese a customer asks for. Oftentimes you cut more than the order requires and let it go—this is lost profit. Then again you very often cut less—this is a loss in sale. Another time a small piece is left to dry up and waste; all these losses will continue as long as you cut cheese by guesswork.

THE PERFECTION CHEESE CUTTER

can be depended upon to cut just exactly the amount required, eliminating all loss of cheese by guesswork.

Send for particulars and prices.

The American Computing Co. of Canada

Hamilton, .:. .:. Canada

More For All

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fresh Fruit products are fast sellers wherever introduced.

Royalty has and is appreciating them, and so will your customers. Dealers appreciate the profit. Are you one?

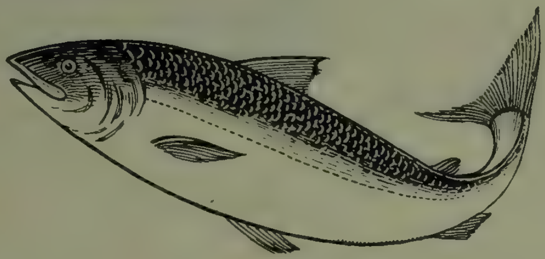
ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**



Anglo-B.C. Packing Co., Ltd.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

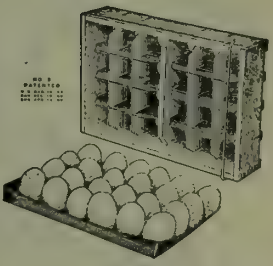
Caught in Salt Water and Canned Immediately.

Quality is Our First Consideration.

EGG INSURANCE

BY USING

Star Egg Carriers and Trays



Thousands of Grocers throughout Canada have proven this to be true, as STAR EGG CARRIERS AND TRAYS eliminate breakage, prevent miscounts, and save time and money in delivery. By the use of the two-dozen size there is even a greater saving—about 16 per cent.

Your neighbors have been convinced of these facts. Why haven't you?

STAR EGG CARRIER DIVISIONS

STAR DIVISIONS at a very small outlay will make used STAR EGG CARRIER frames as good as new.

May we send you our "SAFE EGG DELIVERY" booklet, explaining these economies more fully?

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg. Company
1500 Jay Street - - - Rochester, N.Y.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and *ATTRACTS TRADE.*

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

REPRESENTATIVES.
Manitoba: Watson & Truesdale, Winnipeg Man.
Sask. and Alta.: J. N Smith. Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W S. Silcock, 33 St Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

Keep a Good Stock

of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised—they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL, England. **LONDON,** England. **MELBOURNE,** Australia.

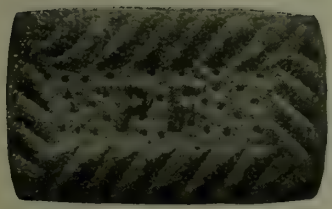
CARSONS LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW, Scotland. **SHORTWOOD,** (Gloucester) England. **LONDON,** England. **MELBOURNE,** Australia

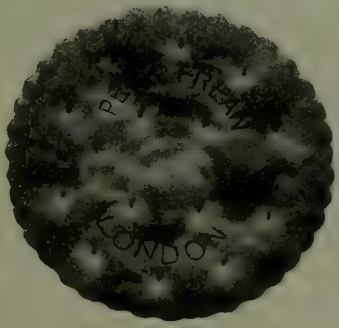
Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE

Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.



GOLDEN PUFF

Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal and Eastern Canada—Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

MOST GROCERS' WIVES PREFER

KNOX GELATINE

Because of its quality and ease of preparation, and because it makes **two full quarts of jelly** per package. Ask your wife to try it, if she is not already acquainted with it, and after doing so we know you will like it so well that you will always recommend it to your customers. You can easily learn how superior KNOX GELATINE is to the ready flavored kinds—when you try it. You'll find your customers will be best pleased with KNOX GELATINE, and it's easy to sell because of our advertising.

We are advertising both KNOX SPARKLING GELATINE No. 1 and KNOX ACIDULATED GELATINE No. 3 (the No. 3 has an extra envelope of lemon flavor which saves your customers the bother of squeezing lemons).

Not only do sales of KNOX GELATINE come easily and steadily, but you make a splendid profit out of the retail price of fifteen cents per package. *"Make Knox Your Gelatine Leader."*

CHARLES B. KNOX COMPANY, Johnstown, N.Y.
Branch Factory - Montreal, Canada.

Take your first step into a customer's confidence with Chase & Sanborn's Coffee, and the rest of the journey will be easy.

CHASE & SANBORN

MONTREAL, - - - QUEBEC

Every grocer knows that **COWAN'S PERFECTION COCOA** is a distinctly profitable article to sell. You can increase your sales by telling your customers of the many different ways in which it can be used.

For Chocolate Ice Cream, for Chocolate Fudge, Puddings, Cakes, etc., Cowan's Perfection Cocoa is unsurpassed.

The Cowan Company, Limited

TORONTO **ONTARIO**

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Write
NORMAN D. McPHIE
Grocery Broker
HAMILTON, ONT.

For Bargains in Split Peas, Pearl Barley, Canadian and imported small White and Lima Beans of all grades on the spot.

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-59 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

A want ad. in this paper will bring replies from all parts of Canada.

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
M. A. GEDNEY.
Pure Horse Radish.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.

Winnipeg WHOLESALE Man.

Produce and Provision Merchants
Bakers' and Grocers' Specialties

Open For One or Two Good Lines

Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED

332 Bannatyne Ave., Winnipeg

Grocery Brokers and Importers

Facilities for Stocking.

Ready to handle Foreign and Domestic Lines.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

852-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS

CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta

Head Office - - Vancouver, B.C.

Reference: The Bank of Montreal.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO

FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest. Inland Revenue and Customs Bonds. Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.

Grocery, Confectionery and Tobacco Specialties. Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you.
If you have a bad headache.
If you are feverish.
If you do not sleep well,
If you are nervous.
If you have LaGrippe.
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

a quick sale and good profits. For all forms of headaches there is no remedy which reaches the seat of the trouble so quickly and so effectively as *Mathieu's Nervine Powders.* Be sure and stock them, as they are quick sellers.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you or someone of the family suffers from headaches.

Remember there is nothing equal to Mathieu's Syrup of Tar and Cod Liver Oil for breaking up colds.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name ....

With (Name of firm) ....

Street ....

City or town ....Prov..........

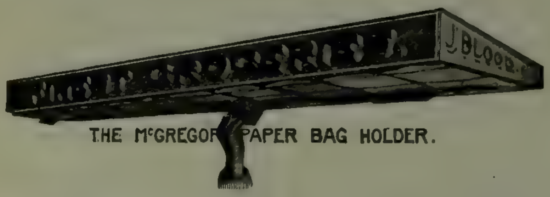
Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**



HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

"Remarkable Value

considering others not as good are selling for more."

This is a remark overheard in a store when a customer called for ANOTHER TIN OF

GILMOUR'S ANTISEPTIC

HAND CLEANER

("The Yellow Tin with the Goods in")

Profit so Satisfactory. Repeats so Certain. Tin so Attractive. Work so Effective. You should order right now. Get sample at any rate.

THE GILMOUR CO.
604 Papineau Avenue, · MONTREAL

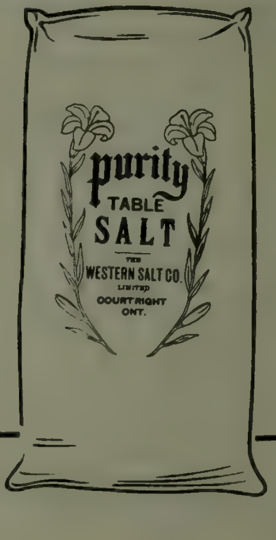
PURITY SALT

"The Salt That Satisfies"

It gives entire satisfaction throughout the year to all its users. It is rightly named because it consists exclusively of fine, dry, even crystals, refined and purified at a saltern of most up-to-the-minute equipment.

The salt for all household purposes—"Purity."

The WESTERN SALT CO., Limited
COURTRIGHT, ONTARIO



BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

FINEST IN THE WORLD FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A DAMP WOOLEN CLOTH.
XXXX
BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY LTD.
WINDSOR, ONTARIO.

TRY IT

SOLD BY
ALL
JOBBERS

"FIRE!"

YES, we have had a very disastrous fire, our plant has been completely destroyed, but the condition of our trade is such—the demand for Barr Registers is so great—that we could not possibly afford not to give immediate attention to the problem of continuing their manufacture without interruption.

We are already in temporary rented quarters. We have already started to build a new plant and we will be turning out Barr Registers as usual within a few days, so you do not have to worry about getting your

Barr Account Register

May be some people will tell you that the fire will prevent our making these deliveries, but the Barr Register is so far ahead of anything else in account registers that it will be worth your while to find out yourself if we can or not. Write us, get us to make a definite promise on delivery before you let anybody convince you that we cannot make deliveries in good time.

If you are a merchant who wants to reduce his outstanding accounts to a minimum—

If you are a merchant who wants to do away with the old out-of-date method of rendering monthly accounts—

If you are a merchant who wants to do away with the cumbersome and mistake-laden system of book-keeping by day book and ledger—

If you are a merchant who wants to do all his book-keeping at one writing—

If you are a merchant who wants to keep bad accounts off his books—

If you are such a merchant, then it will more than pay you to use the coupon attached to this ad. Use it now before you forget it.

BARR REGISTERS Limited
Trenton, - Ontario

BARR REGISTERS, LIMITED, Trenton, Ont.

Gentlemen:

We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.

Name ....

Street and number ....

City ....

Province ....

NEW SEASON'S JAPAN TEAS

are exceptionally favorable this year, both in quality and price. JOBBERS and RETAILERS should give them their special attention.

Furuya & Nishimura

Truck and weigh with only one handling.

RENFREW SCALE

Saves labor, time and money -- it catches the shortages.

RENFREW SCALE COMPANY, Renfrew, Ontario

WHOLESALER'S ATTENTION

We quote for prompt acceptance on the following lines, F.O.B. Factory, usual terms

Corn 2's	67½c	per doz.
Golden Wax Beans, 2's	65	"
Refugee Beans 2's	65	"
Pork & Beans Plain or Tomato Sauce 1's	42½	"
Pork & Beans Plain or Tomato Sauce 3's	82½	"
Red Raspberries, Heavy Syrup (Packed in sanitary enamel lined cans)	1.55	"
Lawton Berries, Heavy Syrup	1.30	"
Lawton Berries, Preserved	1.40	"
Peaches 2's	1.20	"
Pears 2's	1.20	"
Green Gage Plums, Heavy Syrup	67½	"
Red Pitted Cherries (Packed in sanitary enamel lined cans)	1.55	"
Gooseberries, Heavy Syrup	1.40	"

We make these low prices to clear our surplus stocks and make room for the new pack. We are gradually selling these goods, and we would be pleased to receive your enquiries by wire at our expense. All goods guaranteed No. 1 quality.

WE ARE MAKING ATTRACTIVE PROPOSITIONS ON THE 1913 PACK

OSHAWA CANNING COMPANY, LIMITED

Oshawa, -:- -:- Ontario

The Maximum of Quality

"SALADA"

Tea for twenty-one years has served the public with unequalled quality. Its reputation for reliability in purity and fine flavor has won the public confidence and the enormous demand makes selling easy. There is no uncertainty in handling "SALADA"; both the sale and profit is sure, and every pound you sell advertises you as a dealer in "Quality." Make "SALADA" the leader in your Tea Department and see what it will do for you.

"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia.

ROYAL
SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will apprecite Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

AIM FOR GREATER BUSINESS

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

BANNER L&B BRAND

Lindners Limited

340 Dufferin St., TORONTO

Phone Park 2985

REPRESENTATIVES :

The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal

Western Office at Winnipeg

W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

One Quality Always, and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD
OR
KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street

CROWN BRAND

should be given every prominence in the grocery store. It is a reliable, quick selling line, the deliciousness of which appeals to the tastes of the masses.

Crown Brand Corn Syrup is made from the finest selected white corn, most wholesome and nutritious.

Order through your wholesaler.

THE CANADA STARCH CO. LIMITED
MANUFACTURERS OF THE
EDWARDSBURG BRANDS
Works, Cardinal & Brantford, Ont

Expresses Doubt About Cheaper Sugar

Montreal Importer of Refined Criticizes New Tariff—A Refiner Maintains That Sugar Will be on Lower Basis in Future—No Tariff Satisfies Everybody, He Declares—Further States That Refiners Sustained Heavy Loss With the Adjustment.

In The Canadian Grocer of last week details of the decine of 20 cents per hundred in sugar were given. It was stated that the decline followed the new tariff announcement made by the Finance Minister, and that the revision of the sugar duties was made necessary on account of the trade agreement with the West Indian colonies. It was further asserted that in future refined sugar to the trade would be sold on a 20 cents lower basis and that the market would, of course, be subject as before to the conditions of the raw market, supply and demand.

A Montreal importer has written the editor with the complaint that refiners have aided at the expense of importers of refined sugar. His letter appears below together with interviews on it with Canadian refiners.

The Editor, Canadian Grocer.

Dear Sir,—We have read with interest the various articles in your issue of 16th inst. relative to the reduction in the sugar duties.

"Whilst at first sight these appear to be beneficial to both the West Indies and the Canadian consumer, we venture to assert that in the working out of the new tariff both of these parties will be doomed to disappointment. You point out correctly that the reduction in duty on raws amounts approximately to 20c per 100 lbs., which announcement was immediately followed by a reduction on the part of refiners to the same extent in the prices of refined. These latter are, therefore, represented as having acted magnanimously, in at once giving the public the benefit of the lower duties; and, as the public knows very little about these matters, the refiners may lay this flattering unction to their souls. You also point out that Canadian prices have remained stationary for 3½ months, but you omit to mention that during this period the world's sugar markets have declined. It was doubtless a clever move on the part of refiners in withholding any reduction in price until the tariff changes were announced, thus making it appear as though the decline in prices this week was a natural outcome. The fact is, that a drop in prices would have been warranted long ago, irrespective of any reduction in duties, and the refiners have still the latter up their sleeve.

Says Reduction is a Blind.

"So long as no reduction in duty on refined under the preferential tariff has been made the lower duties on raws simply leave the refiners more highly protected than previously. The effect will be to prohibit all importations of refined, and will leave the refiners with the field to themselves. The West Indies will thus lose what British market they had, and as refiners here will be able largely to control prices without any competition from imported refined the public will have to pay. You say that 'Canadian importers will pay less for refined when buying from foreign countries.' We beg to say that the reduction in the duty on refined under the general tariff is only a 'blind,' for it should be common knowledge that owing to the operation of the dumping clause, not an ounce of foreign refined can be imported into Canala. The Finance Minister, as you say, stated that Canadian consumers will save $600,000 in view of the new tariff. We think the consumer will have a rude awakening. With the refiners in practically complete control of prices here, it is they who will reap the benefit, and they will soon be able to recoup themselves for any temporary drop in prices. The West Indies previously had a preference of about 30c on raws, which is now reduced to about 16c. With the narrowing of their outlet and the reduction in duty on raws under the general tariff, they are likely to lose even a portion of this 16c.

"How many people are aware that the refined sugar which entered Canada had to be made from the same class of West Indian raws, the duty on which has now been reduced? British refiners paid freight on this sugar from the West Indies to the Old Country; also paid freight from thence to Canada on the refined product, in addition to the Canadian duty, before sales could be effected here of the very small percentage of refined sugar which was imported.

"Of course, it is evident that the tariff is framed to protect home industries—i.e., in this instance, some half dozen Canadian refiners; so why not let us be honest and admit same, instead of deceiving the public into the belief that they are being benefited. As for the West Indies, we think they will discover that they have deceived themselves."

Yours, etc.,

IMPORTER.

Montreal, 17th May, 1913.

Hard to Satisfy All.

Interviewed by The Canadian Grocer on this subject, one large sugar refining company made the statement that there never has been a tariff which was considered satisfactory to everyone in the country, and that each time a change in duties took place there were complaints heard from some interested parties.

"The sugar importer who criticizes the recent tariff enactment has, of course, his own motives in doing so," declared the representative of this company, "but he overlooks altogether to mention that item 135C of the Customs Tariff has been cancelled. The refiners have thereby been deprived of certain import privileges which has a very important bearing on their position.

"If you refer to the report of the Royal Commission on Trade Relations between Canada and the West Indies (dated September, 1910), you will find (page 20) that in view of the withdrawal of above item 135C, an adjustment of the tariff rates has been rerecommended by those who have studied the situation as regards the West India sugar planter and the Canadian sugar refiners.

Maintains Cheaper Sugar.

"The reduction in duties will, no doubt, have the effect of providing cheaper sugar to the Canadian consumer, which was evidently the object the Government had in view.

"The immediate effect has been," he concluded, "that the refiners—who are compelled to carry stocks of goods on hand to supply the trade—have pocketed a severe loss on large quantities held in warehouse, on which the higher duties had been paid."

Appropriate Time to Sell Fly Destroyers

Impress Upon Customers That if Fly is Swatted Early There Will be Millions Less to Swat in July and August — Grocers Should Remove all Breeding Places Around the Premises and Keep the Pest From the Store.

Now is the time to destroy the stray fly that has survived the winter, and to this end it is up to every retailer to push the sales of fly destroyers, and to begin early a progressive campaign to exterminate the pestiferous insect.

The grocery store being the natural source from which to obtain food supplies has always been considered the source from which to obtain agents of destruction against that most destructive little insect which is so fond of trailing its legs through the palatable dishes and at the same time repulsive refuse. The aphorism "its a short haul from the garbage can to the dining table via the fly route," shows in concise form the range of taste which the common house fly possesses, and indicates all the more forcibly the necessity of early extermination.

A Prolific Multiplier.

That one pair of flies will increase their number in one summer to 6,000,000,000 if allowed to bask in the sunlight and take advantage of the moisture that drops from the clouds, is the startling conclusion arrived at by one eminent U.S. authority. English authorities are inclined to place the number even higher. Thus it becomes apparent the the killing of a pair of flies now is equivalent to wiping out many generations in a couple of month's time.

Each female fly will lay 160 eggs every three days. These eggs take 10 days to develop and at the expiration of that time the fully matured fly is produced. This fly again becomes a reproducer of the species, and so the family tree rapidly branches.

Turning the swatting question into a financial problem, Dr. Hastings, M.H.O., Toronto, states, "It would pay parents better to give their children twenty-five cents for every fly killed now, than one cent for every fly killed later in the summer."

Work for the Grocer.

An educational campaign on the topic of house fly extermination is necessary.

Now then all together—Toronto Star Weekly.

Who is there better prepared or more properly fitted to inaugurate this campaign than the man behind the counter pushing the sale of fly destroyers? As the grocery store is the most logical place from which such a campaign should arise, then this same store should stand the best chance of gaining that branch of trade and realizing the profits.

Further, before a grocer can satisfactorily introduce such a campaign, it becomes necessary that he first rid his own store of the pest. To accomplish this it might be well to look to the breeding places right on his own property, in proximity to the store. Flies breed in filth of all sorts, but particularly in manure piles. As it takes only ten days for an egg to develop into a natural fly, it then becomes imperative that each grocer see that his stables are kept clean and that all refuse be removed at least once a week.

There are two ways of getting rid of flies, first by destroying all one can find in the house, and then keeping them out by careful screening of doors and windows, and second by removing their breeding places and all sources of food supply. Both means are necessary in order to produce complete extermination.

BROKEN SUGAR BAGS.

How many grocers are cautious to an extreme about avoiding certain leaks, but blind to a fault in observing others? When in the store of an Ontario grocer the other day the following circumstances was noted:

To overcome loss of clerk's time, when there were no customers in the store, the grocer had very religiously ordered sugar to be done up in 25 and 50 cent packages As there was no great amount of drawer room to stow away these freshly made parcels, they were placed on the floor under the window. There they received no protection of any kind from knocks or dust, and as a result several of the bags had become broken and were emptying out their contents on the floor.

The system was far from sanitary to begin with. And just in this connection it might be stated that had the grocer wished to adulterate his sugar, he might have used clean sand instead of dust raised by sweeping.

In addition to the loss by weight from leaks, the sight of the carelessness allowed in the store was no doubt harmful to trade.

◆

FROM CREDIT TO CASH.

The Watrous Trading Co., Watrous, Sask., have decided to sell for cash only, having begun on the new basis on May 1. They are giving a straight discount of 5 per cent. on every article sold. To those owing the firm money they made the offer that from April 1 to May 1, they would give a straight 12½ per cent. discount on their accounts, old or new. After May 1 they added 10 per cent.

In making these announcements the Watrous Trading Co. used a full page advertisement in the local paper under the heading "Cash is King."

STORE KINKS

Ideas Helping to Build Up Business. *Time Savers and Good Money Makers.*

GLASS SHELF AS BACKGROUND.

A Toronto, Queen Street W., grocer has introduced a glass shelf suspended from the top of the window, to form a background for his window display. This he has hung about 2½ or 3 feet above the floor of the window, so that situated at that height he can use it for following out almost any arrangement of goods he cares to make. As the shelf is of fair-sized dimensions, several articles can be arranged upon it, and in such a way as to form an attractive background to the entire display.

KEEPING RODENTS FROM FLOUR.

Many grocers have difficulty in keeping rats and mice from chewing the corners out of flour and cereal bags. Among those who have effectively overcome this trouble is Gordon B. Drake, a London, Ont., dealer. Off the warehouse to the rear of his store, Mr. Drake has built a small apartment with a window, lined with tin. Rodents, while they have strong grinders, invariably balk at tin, so the flour tin is always safe from their ravages.

SLIDE CAR FOR DELIVERIES.

Announcement of time of next delivery is made in the grocery department of the T. Eaton Co., Toronto, by means of the slide card system. A large card in size about 14 in. x 18 in., and fitted with an opening about 4 in. x 6 in. in the lower half of the card, bears the words "Next delivery leaves at." In the opening are inserted a series of cards, namely, 11 a.m., 3 p.m., etc., according to the time of day. Thus the whole story reads "Next delivery leaves at 11 a.m.," or "Next delivery leaves at 3 p.m.," etc.

The one large card serves for all times of the day, and announces only the next delivery, thus not confusing customers with a number of deliveries at various times.

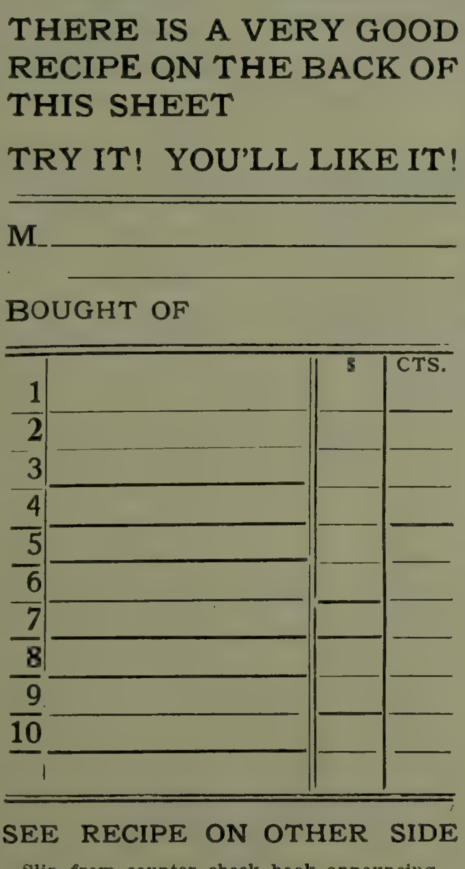
PREVENTING LOSS IN EMPTY SACKS.

That each sack sent out with potatoes, wheat, etc., has a definite money value to the firm, has been recognized by Green & Colebrook, Ltd., Auckland, New Zealand, readers of Canadian Grocer. On sending these out with goods the price of the sack, which amounts roughly to 12 cents, is charged up to the customer and credited to him on being returned. In this way the grocer is always sure of getting either his sack returned or else a sum of money sufficient to cover the cost of the same. This firm, however, writes that care should be taken to see that drivers bring these sacks to the store and not leave them lying around the stable.

RECIPE WITH EVERY ORDER.

The counter check slip used by a Montreal retail grocer is made use of as an advertising medium. As shown by the reproduction here of the front of the check slip, announcement is made of a recipe on the opposite side. These recipes call for certain fruits, vegetables, spices, etc., carried by the grocer and so create a good deal of extra business in this way.

Since a leaf from the counter check book goes out with every order, the merchant considers this an effective and persistent method of advertising.



THERE IS A VERY GOOD RECIPE ON THE BACK OF THIS SHEET

TRY IT! YOU'LL LIKE IT!

M____________

BOUGHT OF

		$	CTS.
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

SEE RECIPE ON OTHER SIDE

Slip from counter check book announcing recipe on opposite side.

CONFECTIONERY WALL CASE.

That a little special attention given to confectionery will sell considerable is proven by the experiences of many grocers. In the Peebles-Hobson store, in Hamilton, Ont., a good many boxes of high-class confectionery are sold in a year. This is done by a portion of the shelving directly behind the main counter being given over to this line. The section in which the confectionery is displayed is enclosed by a sliding glass cover, which keeps the boxes clean and at the same time allows them to be seen.

The boxes are in different colors, and so arranged that the entire display will show off to good advantage. With assorted colors, too, there is a better choice for purchasers. This simple little device is one of many employed by this store to show the goods, and, therefore, to make extra sales.

SALESMAN AND ORATOR.

The art of the salesman is akin to that of the orator. Both seek the mastery of the mind, the sympathy of the soul, the compulsion of the heart. Each must ride by the vehicle of the voice into the inner court of the human being.

Each must conquer by keeping close to the human heart and touching the secret springs of life.

Happy and successful he, either orator or salesman, who can at the right moment conjure the magic word which will melt the soul of opposition and merge the spirit of another with his own, etc.

It is the conquest, the conquest of the heart, by words that speak kindliness and assure confidence, which distinguishes the prosperous salesman, justly proud and progressive.—Henry Frank.

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York. Telephone Rector 2009
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 23, 1913

FROST AND THE FRUIT CROPS.

It would appear that while considerable damage has been done to early fruit plants and trees by the belated frosts, yet it is not considered to be as great as at first reported.

It reply to a letter regarding fruit crop conditions, The Canadian Grocer has received the following letter from a large grower and preserver in the Niagara fruit belt:—

"So far as I know there has been no damage through the Niagara District, the mercury in the thermometer just went to about the freezing point, or a very little below. Only some tender things such as Magnolia leaves were touched. So far as I can judge now there promises to be a very heavy crop of cherries, peaches and plums. I imagine the frost must have done a considerable amount of damage to strawberries and apples over the country generally, but I have nothing absolutely definite except that if the thermometer goes to freezing point here, it generally goes to five or ten degrees lower away from the influence of the lake and that amount of frost would certainly damage all blossoms that were out."

Reports from other districts indicate that while there were two or three degrees of frost in places, the prospects still appear to be quite bright.

EFFECTS OF TARIFF CHANGES.

The Financial Post does not think that trade movements will be affected materially by the tariff changes announced by the Minister of Finance in the course of the Budget speech in the Dominion Parliament. The changes, nevertheless, are not negligible, although they are not such as to affect business conditions generally. Far greater in their effects will be the proposed tariff changes in the United States. It will be some time, however, before these can take effect, and possible results are being discounted. It will be noted that the removal of the duty on agricultural and animal products will have a tendency to strengthen prices in Canada.

The Canadian Grocer, in an article which appeared lately, The Post adds, shows that in May, 1911, live hogs sold at $5.75 per cwt. on Toronto market, and that in May, 1913, they sold at $9.35. It would thus appear that, in this particular line, the opening of larger markets will not enhance the price in Canada, as already it is as high as would be tolerated by consumers.

There is still uncertainty as to what effect the change of duty on wheat and other cereals will have upon the milling industry in Canada.

HANDICAPPING MAIL ORDER HOUSES.

"Business comes only where invited, and remains only if well treated."

In an interesting article in this issue, Henry Johnson, Jr., makes use of the above statements in dealing with the problem as to how trade can be kept at home. He ridicules to some extent the idea of "educating" the consumer to purchase his goods in his home town, because the consumer is going to buy through the easiest channels and at the place where he is well treated.

This has been the contention of the Canadian Grocer for a good many years, even if does not apply in every case. If a merchant is alive to the times, energetic, careful to stock the proper varieties of goods, and gets out after business, he is not going to have much difficulty in holding all his trade. Good sound business methods is what the mail order houses are most afraid of, but it is questionable if they care a great deal what legislation is enacted against them. Let the retail merchant fight these houses with their own weapons—good goods, honest dealing, strong advertising, adequate service—and make it easy for the public to buy from him, and he has no difficulty in getting and keeping his trade.

Mail order houses are deficient in one great respect. They lack the personality of the dealer who comes face to face with the buyer, and who, if he possesses the other qualifications of a successful merchant, has no fear whatever of having his trade taken from him.

SELL PINEAPPLES NOW.

Now is the time to push sales o fpineapples. Importers state that this year pines have been coming more freely than in the past at corresponding periods. The result is the season is well advanced and the next week or so will no doubt see the lowest prices. In fact, it may not be that quotations will go any lower.

Every device should therefore be employed to advance the sales of pineapples for preserving. Many grocers have worked up extensive sales by selling by the case instead of the dozen. Where there is a large family—and the family grocer always knows this—the aim should be to dispose of a case. Smaller families should be encouraged to buy by the dozen instead of by the "quarter's worth," etc. Where a dealer quotes prices on fruits, it would be advisable to place neat price tickets on pineapples, showing price per dozen and per case. The assistance of the window should not, of course, be overlooked.

RODENTS INVADE WEST.

The West is being invaded by an undesirable class of immigrants, a class from which immunity has hitherto been claimed. The rat was once unknown on the prairies. Lately, however, the rodent has followed the advance of civilization, and is now making itself very much in evidence, judging from the following letter which has been received from a Western correspondent:

"The Great West is being invaded by people from almost every country in the civilized world. Its fame has gone abroad to the uttermost parts of the earth and emigrants are pouring into it from all quarters inspired by report of the richness of its vast prairie and its capabilities to produce food for earth millions.

"This is not surprising considering the vast amount that has been written and printed about the country. The question is being asked, however, how did the inhabitants of the underworld hear about it? Were they listening or have they been watching the great trek of humanity Westward, Ho! Be this as it may, this country is now being invaded by a horde of immigrants that are, to say the least, of a very undesirable character. What is worse still, they are not amenable to any immigration laws or regulations, but force their obnoxious presence upon the community in spite of officers of the law or custom officials, neither paying duty nor head tax. Until reecntly, it was the boast of the Western people that this country was free from rats, these destructive pests being unknown upon the great prairies. There are now large numbers of them in Winnipeg, and they are rapidly spreading through the country. A short time ago, when an article appeared in The Canadian Grocer, dealing with methods for getting rid of rats, a number of Western merchants jestingly remarked: "That is Eastern stuff. We are not interested." Their dreams of fancied security, however, appear likely to be soon dispelled, for the rodents are rapidly spreading through the country and as rapidly increasing in numbers, there being no race suicide among them. It is said that it is an ill wind that blows nobody some good, and this proverb is being verified in the case of the general merchants, for they are selling large quantities of rat traps, a new line for them upon the prairies.

"It would be a good thing if some means could be found to prevent the spread West of the unwelcome invaders."

It is interesting to note that there are still some towns in Ontario which have never been invaded by the rat. In Huntsville, it is said that no trace has ever been found of the presence of rats.

SALMON STAIRS.

At one or two small falls in the United States and on the Thames, in England, have been constructed moving stairways or inclines to assist small boats from one level to another, but none of these compares in interest with the stationary stairway to be built by the British Columbia Government for the passage of salmon over the falls in Meziadin River.

This river connects Naas River with Meziadin Lake, which is the spawning ground of millions of salmon. The falls have a drop of 12 feet, and, at best, are a serious impediment to the fish, being almost impassable at low water. The fish's ladder or stairs is to be blasted at the side of the falls, and five steps will be provided, so that the highest jump necessary for the salmon will be about 2 1-2 feet. At the foot of each step there will be a basin having a depth of several feet in which the fish can get a start for the jump.

There have been many seasons in which the salmon have failed to surmount the obstacle of the falls and gain their natural spawning ground.

NO SUMMER SLUMP.

An idea, like a habit, is hard to dislodge, when it has been allowed to grow on one. There is an idea, perhaps obsession would be the better word, which is still held by a great many merchants and which should be banished now before it has had an opportunity to do more harm. Many retailers harbor the impression that trade will fall off during the warm summer months. In anticipation of this slackening up in the demand, they permit their efforts, unconsciously or otherwise, to slacken also; with the inevitable result that business does slow up exactly as they had feared.

If there is any fallacy which should be nailed once and for all, it is this summer slump myth. It has no basis in fact and its acceptance leads to serious loss of business and trouble all around. One reason why the idea has got abroad is that people naturally get a little lazy in the warm weather and do just as much work as is absolutely necessary and no more. Nevertheless, their necessities are just as great in summer as at any other time of year; perhaps even greater, because the moving to summer cottages or to summer resorts creates new needs and increases trade. Another fallacious reason advanced is that there are always so many people away on holidays during the summer that trade falls off. Figures show that the stream of tourists into Canada has of recent years reached such proportions that it more than counterbalances the exodus of home residents. Most places have enough visitors to counterbalance the absence of home folk. While the visitors may not equal the absentee residents in actual numbers, they have at least equal spending power; for people on holidays spend more freely than they do when at home.

To slacken efforts in anticipation of a lessened demand, is the one absolutely certain way of bringing about the slump. Merchants, who may perhaps fear that the summer will see a falling off in their business, should endeavor to offset the anticipated losses by increased efforts rather than to "grease the chute" by substituting passive resignation to loss for active efforts to prevent it.

This is particularly the case in regard to advertising. It is in this respect that the midsummer apathy of the merchant is most often displayed. He stops advertising. A contemporary in commenting on this problem says: "The man who quits his advertising in June, July and August will inevitably find when he comes back that he has got a big leeway to make up over his competitor who has been keeping everlastingly at it. Another point in favor of summer advertising is that people at this time do not work so hard, they have more time for reading and the daily newspaper follows them from the cities to their holiday haunts. And because they have more time for reading, they have more time for reading advertising. It is not too much to say that newspapers have an added value in the summer months. Then, too, the discontinuing of your advertising tends to break up the housewife's buying habits. She has been accustomed to be reminded of your goods by your regular announcements, and if its continuity is broken, the chances are she will switch over to another store or another line of merchandise."

EDITORIAL NOTES.

A fly has natural enemies; the most persistent and most effective should be man—and woman.

* * *

A clerk's usefulness depends on whether he sells goods or simply passes them over the counter.

* * *

Stocks of canned and preserved goods should be reduced before the native grown fruits and vegetables come on the market.

* * *

Now that both Western and Eastern produce merchants are on the trail of the bad egg, it should soon be "eggstinguished."

* * *

If the country town merchant wants to keep the trade in the home town, he must make it worth while for the home buyers to come to him.

Getting the Public to Trade in Home Town

Sound Business Methods, Fair Dealing and Adequate Service Have Much to do in This Regard—A Vexed Question in Which the Obvious is Frequently Ignored—Following the Methods of the Mail Order House.

*By Henry Johnson, Jr.

The question was included in last week's talk:

“What is the best method of educating people to trade at home?”

That kind of thing always reminds me of our old friend, Gulliver. You recall that the inhabitants of the Island of Laputa were great on scientific experiments. They had the scientific bug so badly that any practical application or use of the end sought to be attained cut no figure. All they wanted was to “accomplish” certain results, to “prove” certain contentions, no matter whether the game was worth the candle or whether the “work” would better mankind. In this, as Mr. Swift intended, there was a striking similarity between the Laputians and ourselves.

Tale About a Miller.

One tale sticks in my mind. This related to a “philosopher” who planned to use the waters of a certain stream to turn the wheels of a mill. The fact that the mill was situated on higher ground than the stream was of secondary importance to him—he could get around that all right. Simple enough to pump the water up over an adjoining hill and then let it run down a trough or sluice and turn the mill-wheel. No matter whether the labor might not better be applied directly to a tread-mill, or pug-mill; no matter whether the mill would be of any use to anybody after it were got to running.

Thus is the obvious overlooked and we go out of our way to reach a given point when there is a straight path to it.

Getting and Keeping Trade.

People do not need much “educating” to trade at home. Give them value and consideration, and they will trade there by preference. Paste this in your hat: “Business comes only where invited and remains only if well treated.” It is not that we need to educate the people to trade at home. It is that we require to educate ourselves to retain what is naturally ours and what must overcome serious obstacles to go elsewhere.

Consider the labor, inconvenience, trouble that the farmer has to sustain in ordering by mail, and you will see that you have everything on your side by comparison. Remember that farmers write few letters; that it is hard for them to write. Recall that, to overcome that difficulty, that mail order houses have planned forms of various characters to aid in such writing and to save the correspondent as much as possible from error in writing or ordering. Think, further, of the wonderful growth of the MO houses in face of the disadvantages of lack of personal touch, the said “slowness” of their correspondents, the facts of freight and drayage to be paid by buyer. If you are logical, you must conclude that buyers get VALUE from the MO houses, or that business could not grow.

HOLDING TRADE AT HOME.

In this article Henry Johnson takes up the everlasting problem of “educating” the consumer to deal at home. His contention is that rather than attempt to educate anyone to do this, the merchant should so conduct his business that the consumer would find it more attractive and more profitable to deal with him—that it would be folly for the customer to purchase from the mail order house.

The Canadian Grocer would like to get from readers their opinions on this subject. There are a great many dealers who have prevented mail order houses getting any kind of a footing in their territory. How did you do it? Let us have your methods. What you write will help others as well as yourself.

Bluffing Oneself.

Now, it happens that this conclusion is the TRUTH. The talk we have been springing on ourselves as a kind of autodelusion, to the effect that MO merchandise was inferior, had best be forgotten. It is said that the meanest man in the world is he who will cheat himself at a game of solitaire. Let us not imitate him to the extent of bluffing ourselves on this question of MO competition.

The Mail Order house succeeds because, in every respect, it delivers the goods. It delivers reliable quality in its wares. It delivers exceptional quality in its service. It delivers wonderful quality in its careful helpfulness of its customers.

If, now, we would “educate the public to trade at home,” let us take the road of the MO house. Let us deliver the goods. Let us study to become better, broader, more alert merchants. That is the fundamental. I am inclined to think we can do this, also, with little trouble and just as little jeopardy to ourselves.

Mail Order Houses a Stimulus.

To touch on another quotation: “Difficulties are things which show what men are.” Which means that obstacles sharpen the wits of the strong just as exercise hardens the muscles of those who have muscles to harden. To get down to actual conditions, this means that the Mail Order business of this country acts as a balance wheel in retailing; keeping us steady; making us mind our P's and Q's acting as a stimulus to the best that is in us.

Up to now, I have had little competition in this line, but it is upon me now, and I am preparing to meet it. I reason that if my customers will order from me not only in case lots, but in such round lots as they must order to offset the minimum freight rates and drayage charges, I can well afford to meet MO figures. I can go further because I can add my personality and can talk with my people over the 'phone about their orders. I am trying it out now and have met with enough success to demonstrate that my townsfolk will rather trade with me on an equal basis than with any outsider whatever. I find that they gladly make up their orders and give me their check in advance.

Adding to the Turnover.

I further reason that I cannot hold to the rule that this business must pay me 20 per cent. or so on the average, because the expense of handling it is far less than my average expense. Then, too, the necessary service is much less exacting. I can get those goods on purchase, in round lots, AFTER I have the money covering their sale right in my till. When the goods arrive, I can take them from the freight house and to my customers' homes at a time most convenient to me. Thus are my odd moments, times otherwise not so profitably usable, taken advantage of and “filled in.” Seeing this is done without more help, without more rent, with no more expense of any kind, I am actually ADDING that much to my turnover, the profit on it being pure profit, every bit “velvet.”

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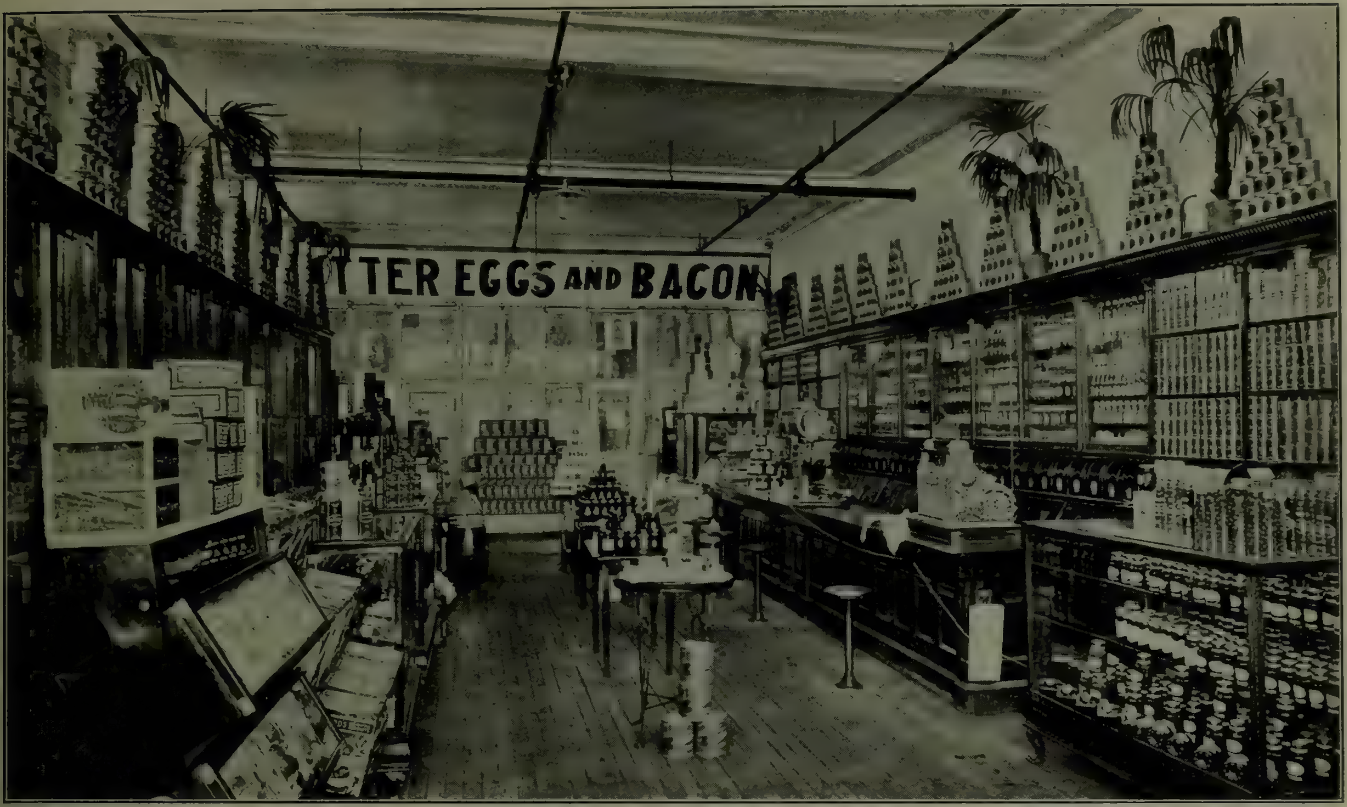
*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.



Interior view of Mount Royal Grocery Store, Montreal, Que., of which Arthur Poitras is the proprietor. Sliding glass doors protect the goods on the shelves.

Goods on Shelving are Behind Glass Door

Proprietor of Montreal Grocery Store Uses This Method to Keep Goods on Shelves Clean—Display Stands in Centre of Floor Help to Increase Sales — Shipments of New Goods Such as Strawberries Sell Readily From Them — Two Parts of Store Are Sub-let.

"YES, I have a very nice business now," said Arthur Poitras, proprietor of the Mount Royal Grocery, Montreal, the interior of which is here reproduced, in reply to a question put by a Grocer representative. "I have only been here since December and when I came the place was not in extra good order. People won't stand for that kind of thing long these days when competition is so keen and if a grocer wants to make the best success he's got to keep his store spotlessly clean. That's the first rule to win success."

Mr. Poitras practices what he preaches, for his store is a clean one as the photo will substantiate. The service is prompt and courteous, and special attention is given to cash customers. This does not infer that credit customers are neglected by any means, but cash customers are shown little courtesies that they are not always tendered in stores doing both cash and credit businesses.

The interior arrangement is attractive and many up-to-date fixtures are to be seen in this store. In the photo one will see three silent salesmen, two biscuit display stands, three bread display cases, cash register, and computing scales. These are only a few of the many devices that tend to improve the service given by this store.

Shelves Behind Glass.

A new feature will be observed in the arrangement of the shelving. The whole shelves are encased in sliding glass frame. This keeps the goods displayed in a cleanly condition and free from dust and dirt. These glass encased shelves are to be seen on both sides of the store. Just below the shelves are bins that make the serving of the customers much easier for the "man behind the counter."

In the centre of the store are four display stands on which are displayed any special goods. When Mr. Poitras gets in a new shipment of strawberries for instance, these are displayed on one of these stands and in his opinion it is a great trade bringer.

"The rent here," Mr. Poitras stated, "is pretty high, but by sub-letting one section to the confectionery man and the rear to the butcher, I am able to cut down my rent to a very nominal sum and yet I think, do more business than if I were occupying the entire space myself."

To WILLIAM H. DUNN, of Montreal, assistant secretary and manager of the Borden Milk Co., and president of Wm. H. Dunn Co., commission merchants. Mr. Dunn was born on May 24, 1868, in Montreal. He has been in business as commission merchant since Sept. 1, 1890.

To H. B. CLEMES, Toronto, manager produce department (city branch) Gunn's, Limited. He was born on May 28, 1874, at Port Hope, Ont., and has been over two years in his present position. Prior to that Mr. Clemes was 15 years with Flavelles, Ltd.

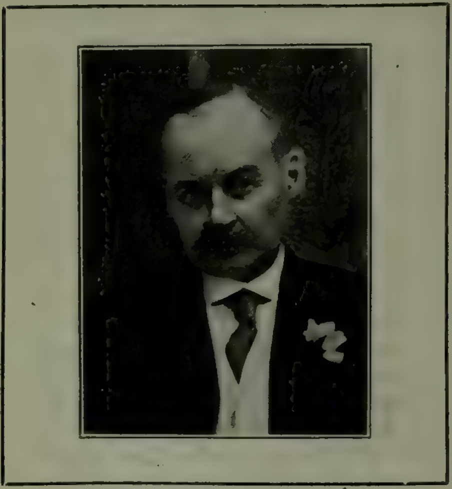
Grocery Clerk for Almost Half a Century

Wm. Prouting Has Been With Swan Bros. Steadily for Forty Years—Began as Delivery Boy, Then Looked After Warehouse, And Since Has Had Charge of Butter Department—A Record With Few Equals.

Forty years in one store in the service of one master is a record which few sales clerks at the present day ever make. This is the record of William Prouting, who has recently completed his fortieth year in the service of Swan Bros., grocers, 162 King Street E., Toronto, and the man who agreed to take him on the staff then is still in active service at the head of the business.

Mr. Prouting was born in Newbury, Berkshire, England, on June 21, 1849. "This, the longest day in the year," he jokingly remarks, "may have had something to do with my staying so long in one place."

On coming to this country in 1870, Mr. Prouting settled for three years in Barrie, Ont., where he acted as hostler in one of the hotel stables. Coming then to Toronto, he was employed by Henry Swan as driver, but with trade increasing he was soon brought inside and given charge of the warehouse. From that he rose, till finally he was given complete charge of the butter department, which position he still holds. As a boy Mr. Prouting worked in an Old Country store, but he has picked up all his knowledge of the trade while in the employ of Swan Bros.



WILLIAM PROUTING,
who has spent 40 years as clerk with one grocer.

Study Produce Department.

Speaking of the relative importance of the various departments in the grocery store, Mr. Prouting expressed the opinion that any young man starting in to learn the trade should pay particular attention to butter and eggs. "This," he says, "most young fellows are unwilling to do, but on them much of the success in other departments depends. Most people are very particular about the quality of butter they use, and appreciate a good fresh egg. If a grocer can gain the confidence of his customers with regard to tea and butter, then he can generally manage to make a good success of the rest of the business."

Long-standing Customers.

Mr. Prouting likes to think of the changes which have taken place during his term of forty years in Toronto. He speaks with pride of the way in which the business of Swan Bros. has grown, demanding an increase in the sales staff from two to fourteen, and also of the way in which customers of forty years ago still continue to deal at the same store. "Our trade was mostly with farmers then," he says. "Now it has changed to a city trade, but we still have many of the same people coming to us for their groceries. There is practically no such thing as a market to-day as compared with what there was then. Now everything is scattered amongst the small places, but then everybody came to Toronto to sell their produce."

Although now getting up in years, Mr. Swan states that Mr. Prouting is still regular as a clock, and more than capable of doing his work to the satisfaction of the firm.

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Grocers' Letter Box

Editor Canadian Grocer.—Would be pleased to have a receipt for washing prunes that are sugared.

Killam, Alta.,
Retailer.

Editor's Note.—As the white material coating prunes is simply sugar which has oozed out of the prune itself, and crystalized, it may readily be washed off by a process such as the following:

Make up a solution of one part molasses to four parts boiling water. Place the prunes in a perforated pail and dip them right into the solution. Leave them in only a few seconds, so not to allow them to become cooked even slightly, then remove and let drip. After repeating this process a second time spread the prunes out thinly on a board and allow to dry. This process neither takes any of the flavor from the prune, nor yet adds to it as the percentage of molasses is not great enough to effect a change of flavor.

ASSOCIATION NEWS.

The Ontario Retail Grocers' Association have started an Employment Bureau. The object of this is to assist employers who are anxious to secure help and clerks who are looking for positions. The question was discussed at the convention held in April, where the delegates considered it would be a good idea. Since that time Secretary W. C. Miller has received a number of applications from clerks, and, knowing retailers looking for help was able to get them together. The result was the clerks secured employment. This was the cue that has lead the executive to decide on the Employment Bureau. Clerks who are desirous of being placed should send their names at once to Secretary Miller, 632 Yonge Street, Toronto, giving full particulars as to age, experience salary desired, whether married or single, references, etc. Employers are also asked to send their names to Mr. Miller with some particulars as to what kind of salesman they want. In this way the Ontario trade should receive considerable benefit.

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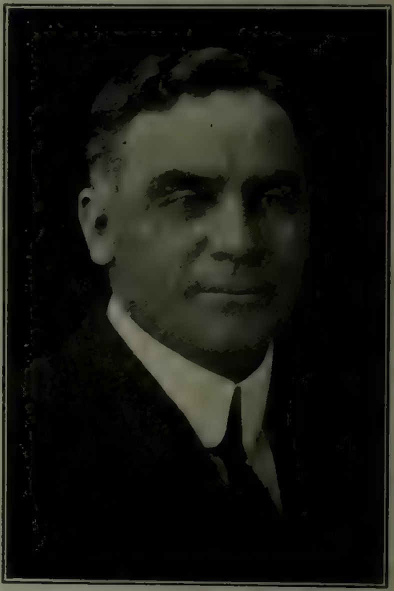
Saskatchewan merchants are still talking about their big convention held recently in Regina. They believe they have a bright future before them and particularly during the coming year with such an energetic man as J. F. Bole as president.



J. F. BOLE, M.L.A.
From recent photo of the first president of the Saskatchewan Retail Merchants' Association.

Last week the Canadian Grocer reproduced an old likeness of Mr. Bole, while herewith is the one that he goes by to-day. By comparing the two, it will be seen he has discarded a moustache since the former was taken. Mr. Bole is a member of the Saskatchewan legislature.

The Clerks' Page

By the Cub Reporter

B. C. CLERKS ORGANIZING.

A branch association of the Retail Employees' Association of British Columbia has been formed in Vancouver, B.C., over four hundred clerks enrolling their names. The headquarters of the association is in Victoria. The meeting was presided over by Percy R. Pike, general secretary of the provincial body, and on the platform with him was D. W. Poupard, the association's organization secretary. Urging as the main point in the plan for the organization of the organization the great need that all retail employees should be given a regular half holiday each week, Mr. Poupard pointed out the great good that would result from the association's formation. It is the purpose of the organization to have branches established throughout the province. The method by which they propose to work for the ends sought is to bring pressure to bear on the Legislature of the province to secure legislation.

In brief, the purposes of the organization are: 1, To raise funds to carry on a campaign to secure a permanent weekly half holiday; 2, for the limitation of the hours of labor, and 3, for the general improvement of conditions among the employees of retail stores.

BELIEVE IN THE GOODS.

"We have got to believe in our goods to sell them."

This was a statement made by Jno. Cummings, salesman in one of Jno. Diprose's stores, London, Ont., to the writer some time ago. "When a man believes in his goods he can get enthusiastic in selling them," he added, "but if he doesn't know the goods he will have to depend on what customers ask for."

Here is a salesman who has the right idea of salesmanship. "We have got to believe in our goods to sell them," should be a motto for every clerk in every store. To believe in them, they must be thoroughly known and therefore the aim of every young man behind the counter ought to be a close study of the goods on his employer's shelves. In the store in which Mr. Cummings was employed, goods were SOLD because they were believed in. One could not spend a half hour there without discovering that fact. The phone customer was always courteously treated and usually something else was added to what the customer had enquired for.

KEEP THE STORE ORDERLY.

G. Hartley Howard, sales manager of the grocery department of J. A. McCrea & Son, Guelph, Ont., writes:

"A prominent grocer remarked when approached regarding the untidiness of his store that his volume of business was too large for his floor space and that it was impossible for him to keep his store in proper condition and besides his staff was always too busy at other things to give attention to tidiness. Let it be granted that there is a saving of time, for instance, by laying the cheese knife on the ledge behind you for your present convenience instead of replacing it in the cheese case; but take notice that very shortly some member of the staff places a parcel of stock directly in front of that knife and it is entirely lost from view. Then one of the clerks wishes to cut some cheese for Mrs. Smith, who is in a hurry to catch a car. He has to hunt for that knife and he will be seen interrupting every member of the staff in their work enquiring for its whereabouts. This is losing time and money. It prevents the giving of good service, and illustrates the importance of being orderly in everything.

HYSON AND OOLONG TEAS.

The Cub Reporter—Can you tell me what is the meaning of "Young Hyson" as applied to teas and also the term "Oolong?"

Regina, Sask. Prairie Clerk.

Editorial Note.—The origin of the words "Young Hyson" is said to be the Chinese "Yu Tsien" meaning "before the rains," or "Tu Chun," meaning "flourishing spring"—that is tea picked early in the spring before the rains. Hyson itself refers to certain kinds of green teas of the first crop. In the Chinese language "oo" of oolong, is "black," and lung or long "dragon." This originally was a black variety with the flavor of green grown in Formosa.

OBSERVATIONS OF THE CUB REPORTER.

You can always find somebody who knows more than you do. If you don't believe this, ask somebody.

* * *

Opportunity is bald behind. Then grab him by the forelock before it is too late.

CATALOGUES AND BOOKLETS.

The trade in Canada has received an attractive booklet from A. J. Ten Hope, biscuit and chocolate manufacturer, of Rotterdam, Holland, which firm has within the last year been operating on the Canadian market. The catalogue shows fine half-tone illustrations of the exterior and interior of the offices and factories at Rotterdam, Amsterdam and Groningen in Holland and Copenhagen in Denmark, as well as cuts of various kinds of biscuit and chocolate manufactured. This firm also manufactures liquorice in fancy shapes as well as plain sticks, and these are illustrated as well in the catalogue.

"The History of the Biscuit" is the title of an attractive booklet issued by Peek, Frean & Co., Ltd., London, Eng., a copy of which has come to the Canadian Grocer. This gives in concise, but complete form the story of the making of biscuits going into the various stages of manufacture. The book contains twenty-two pages with illustrations of the biscuit works exterior and of different pieces of machinery used. The large half tone illustrations are attractively bordered with scrolls in gold ink. One of the pictures shows the new block recently added and employes leaving for dinner.

Controversy Over the Molasses Situation

Report of Montreal Market Conditions in Canadian Grocer of April 11 Criticised by a Barbadoes Exporter—Reply Showing Our Contention to be Correct—Crop in Barbadoes Smaller Than Last Year But Fancy Molasses are Brought In From other Places.

In The Canadian Grocer of April 11 last, in the Montreal molasses market report, some statements were made to which a Barbadoes buyer and exporter has taken exception. That report gave two opinions. One was that the bulls were nonplussed by the strength of the bears, but they stated that as consumption of fancy Barbadoes in United States had been under-estimated by local holders chances were that those who had not covered their sales would be caught short and forced to cover at a much higher figure than that for which the molasses were sold. The other side was that the majority of large Montreal dealers had covered their sales fully and unless prices came down they would not buy for storage but would cover sales at market from time to time.

It was further reported that as Montreal dealers were pretty well stocked up, they were rather independent and inclined to force lower prices, and from indications it was likely they would succeed.

The Barbadoes "Advocate" interviewed the molasses buyer and exporter above referred to and reported the interview herein reprinted. This criticises our market report of April 11 stating that we were wrongly informed. In this, however, the "Advocate's" informant is in error as is shown by the subjoined market report covering fully the Montreal molasses market.

The following is clipped from the Barbadoes "Advocate":—Interviewed by an "Advocate" representative, a leading molasses buyer and exporter declared that the Canadian Grocer had evidently been completely misinformed as to the molasses situation.

"It is a pity," he said, "that an organ like the Canadian Grocer which should be regarded as an authority on such subjects, should lend its columns by means of the above article, which is a tissue of misstatements in so far as our Island crop is concerned, to depress our main product and so injure our planters. It is easy to read from the article, that the Canadian dealers in Molasses have got together to force the price of Molasses down and have made the misleading statement that the market has dropped 2 to 3 cents per gallon when the real fact is that molasses has advanced four cents per gallon on the discovery at the commencement of reaping operations that the yield of juice was about half the normal, consequently indicating a very poor crop. I know of no "bulls" in this Island in the sense it is understood, but it is perfectly true that interests in this Island made very large sales in the American market which is taking an unusually large supply through the shortness of the Louisiana crop, also the anticipated reduction in the American Tariff. It is true the American market got it on the ground floor because they believed the crop reports made by a certain energetic exporter, but the Canadians refused to believe until it was too late; consequently, when some of them woke up, they were asked to pay 20 cents per gallon and $4 for puncheon prime cost for what little molasses remained unsold, if Canada was to get any Molasses at all. Of course, the Canadian interest or, as they choose to call themselves, "bears" have been fighting tooth and nail to force prices down, but this is an impossible task as the Molasses is not to be had. Furthermore the canes are not there to be had owing to the nine months of drought experienced more or less during last year. When the rains did come in October they were too late to save the situation, the crop being already gone beyond recovery.

Claims Market Was Empty.

"It is well known that on the 11th April, the date of the Canadian Grocer's article, not a puncheon of Molasses was to be bought at Halifax and only one importer at St. John, N.B., had a few puncheons on his wharf and the cities of Quebec and Montreal had been even longer without Molasses. Certainly the "bears" are truly bare of Molasses and it is well the Canadian public should know it. Let us turn our attention to the Barbadoes end and what do we find: that all the Molasses dealers have their warehouses bare of supplies. The cause of this is that the goods do not come in fast enough to be sent forward. As a rule, at this time of the year, the warehouses are not filled to overflowing but the streets all around the stores are also filled. This year it is entirely different and, as already stated, the goods are not coming in fast enough to be shipped. If the misguided "bears" and the Canadian public could see for themselves, they would be truly discomforted and would take their losses at once before the market further advanced, thereby making their losses greater.

A Crop Estimate.

"The entire Barbadoes crop is estimated by men capable of judging to be about 52,000 puncheons and the most liberal estimate does not exceed 60,000 puncheons. I will now put the question squarely to the public. If last year's crop of eighty-eight to ninety thousand puncheons brought an average price of 17 cents per gallon and $4 per puncheon prime and sold as high at the end of the season as 19 cents and $4, what should a crop of fifty-two to sixty thousand puncheons bring when it is further taken into consideration that the American market has taken twice as much as it took last season. Any reasonable man could only reply that 20 cents per gallon and $4 prime cost is cheap and 24 cents and $4 is more like its value.

"These are facts that "bears" will not be able to overcome and I venture to prophesy that those "bears" who turn "bulls" first will be the better off."

* * *

TRUE SITUATION IN MONTREAL.

In giving the molasses or any other market situation to the trade, The Canadian Grocer presents the facts as it finds them—not as the Barbadoes buyer and exporter intimates, to depress the product of any Island or country or to injure planters, but to give the true situation. This was our motive in the report in the issue of April 11, which report has been called a "tissue of misstatements." Let us analyze them and see if they are.

The "Advocate's" informant must first remember that the Canadian Grocer gave the Montreal situation and the views of Montreal importers—not the Barbadoes conditions as he gives, and probably he is correct as far as he goes. But he should remember that all the molasses that reach Montreal do not come from the Barbadoes, and that Antigua and other West Indian Islands are producers of fancy grades of a high quality. Therefore, our report was based on the conditions in Montreal as affected by the entire imports of fancy grades.

Montreal Had Molasses.

"It is a well known fact," he states, "that on the 11th April, the date of the Canadian Grocer's article, not a puncheon of Molasses was to be bought at Halifax, and only one importer at St. John, N.B., had a few purchases on his wharf and the cities of Quebec and Montreal had been even longer without molasses."

The facts in the case do not bear out this statement as there never has been a time during the past year when the Montreal market has been without molasses. True the stocks are not quite up to normal, but on April 11th there were approximately 700 puncheons of fancy molasses in store in Montreal city. While this amount is small for so large a market it was sufficient to supply the demand till the new molasses arrived.

In 1912 the Montreal market imported 11,536 purchases of "Fancy" molasses and had a few hundred puncheons on hand when the new crop arrived in port. The sales of molasses in Montreal to date are only about 1,500 puncheons less than last year, and of this number 3,800 puncheons have already arrived in port and over 2,000 puncheons are on high seas. Montreal dealers are wise in their generation and bought heavily at opening prices and as stated in our report of April 11 are well supplied with molasses for present needs and have fully covered their sales. On the other hand they do not think it good business to store molasses at present prices. The buyers in Montreal take the stand that it is more profitable for them to utilize this storage space for other lines that yield them a higher profit than to use it to store molasses for several months at present high prices. They are of the opinion that the high cost of fancy molasses will curtail consumption to a considerable extent which will offset any pressure from a shortage. A prominent wholesaler stated this week that orlers for molasses from outside points were smaller than usual. He stated several cases where old customers who had ordered 10 to 12 puncheons at this season of the year had cut their orders down to 3 and 4 puncheons. In fact so prevalent is this in some districts that one wholesaler has over 1,000 puncheons in storage.

Another factor that has silently entered the arena, and must be taken into consideration is the increase in the consumption of corn syrups. The demand for corn syrups in Montreal has shown a wonderful growth in the last few years. In this connection we will cite one wholesaler's experience. Five years ago this wholesaler sold only one case of syrup a month, but now sells fifty cases a month with an increasing demand. This wholesaler has been in business in Montreal for 20 years..

The "Advocate" asks the question "If last year's crop of 88,000 to 90,000 puncheons (official figures 78,899 puncheons) brought an average price of 17c per gallon (Barbadoes price) and sold as high at the end of the season as 19c what should a crop of 52,000 or 60,000 puncheons bring when it is further taken into consideration that the American market has taken twice as much as it took last season?"

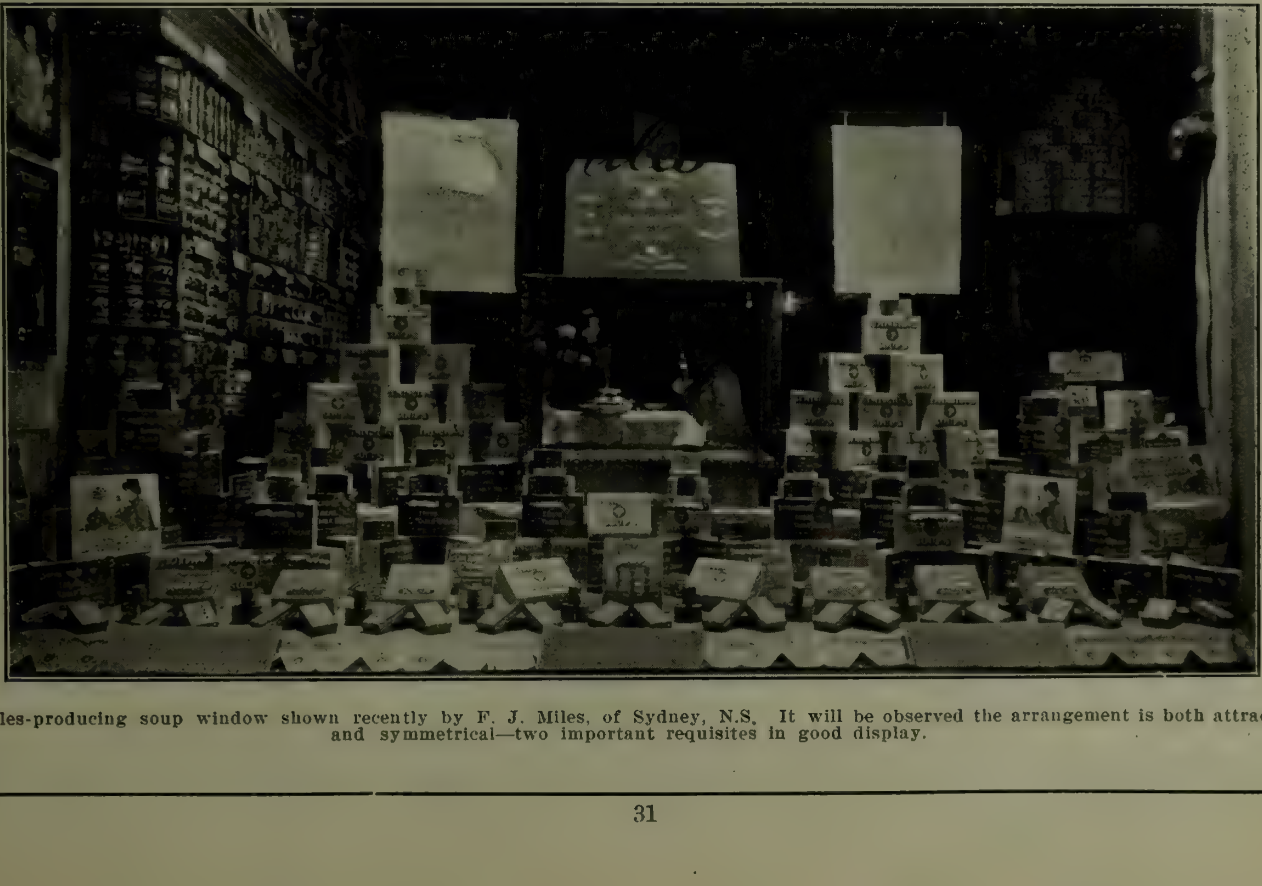
Effect of Low Sugar.

But what about the comparative values of sugar?

This is a question he has overlooked. Last April crystals were selling at $3.60 cost and freight, while this year the price is $2.30 cost and freight. It is reasonable to suppose that the grinders will make sugar when they can get 50 per cent. more for their product when made into fancy molasses? True that the Barbadoes season is over, but there are other sources of production and these are beginning to make fancy molasses in preference to sugar with the result that the shortage in the Barbadoes crop will be made up by the production in these other sections. Again,

(Continued on page 36.)

ATTRACTIVE DISPLAY FROM THE FAR EAST



A sales-producing soup window shown recently by F. J. Miles, of Sydney, N.S. It will be observed the arrangement is both attractive and symmetrical—two important requisites in good display.

Current News of the Week

Quebec.

E. Brabant & Cie, grocers, Montreal, Que., have registered.

A business and pure food show will be held in Montreal in August.

John Anderson, sales manager of Chase & Sanborn, is spending a few days at L'Achigan, P.Q., where the fishing is reported to be good.

Armand Chaput, general manager of L. Chaput, Fils, et Cie, Limitee, Montreal, made a flying trip to the Capital City at the beginning of this week.

The Sherbrooke Cigar Co., Limited, Sherbrooke, Que., have been granted letters patent to take over the business of The Sherbrooke Cigar Company. F. R. Darche and Wm. McManus are the principal incorporators.

A building permit has been granted to Walter Paul, St. Catherine Street, Montreal, for the construction of a grocery store on University Street, between Burnside & Sherbrooke. The estimated cost of the new store is $28,000. Walter Paul has two stores in Montreal—one on St. Catherine Street W., and one on University.

Ontario.

J. Ward, grocer, Toronto, has sold to W. A. Gray.

The merchants of Forest, Ont., have decided to close every Friday afternoon during June, July and August.

Boeckh Bros., manufacturers of brooms and brushes, formerly on York Street, Toronto, are in their new building at 166 Adelaide West.

The Ridgetown Canning Co. will erect a two-storey addition, 200 x 40, for the purpose of canning corn and peas, the addition to be ready for this season.

A movement is on foot in Hamilton, Ont., among the more centrally located grocers to have their stores close Saturday evening at six o'clock, instead of midnight, as at present.

Frank Hemstreet, Milton, Ont., has moved his grocery and dry goods stock into new premises, and is making considerable alterations to his store. He will open a confectionery department in June.

E. Colligan ,formerly in the grocery business at Cranford, N.J., has opened up a new store at 695 College Street, Toronto. The store is finished in white enamel throughout, and Mr. Colligan purposes running his business on a strictly cash basis.

Jas. McLean, who for more than thirty years traveled for T. Kinnear & Co. ,wholesale grocers, Toronto, passed away last week. Mr. McLean retired from the road about five years ago, and since that time has been conducting successfully a bus and livery business in the town of Port Hope, which for the past twenty-five years has been his home town.

As was mentioned last week, Barr Registers, Limited, Trenton, Ont., sustained a disastrous fire, which destroyed their entire plant. They have, however, secured temporary premises, and will rebuild immediately. Although a fire is an unfortunate circumstance at any time, it will in this case cause no serious delay to the company in delivering machines. In fact, it will not at the outside cause more than a few days' delay.

A. J. ten Hope, biscuit and chocolate manufacturer, Rotterdam, Holland, spent the latter end of last week in Toronto on his way home from a business trip through the Canadian West. Offices have now been opened in Halifax, Toronto, Winnipeg and Vancouver, in Canada, and in New York, Chicago, San Francisco and Tacoma, in the United States. Mr. ten Hope was accompanied in his Western trip by Henri de Leeuw, the Toronto representative. He returns to Holland via New York.

John Diprose, of London, Ont., has disposed of his three stores there, and joined the staff of Red Rose Tea as salesman in the London district. Mr. Diprose will be greatly missed by the London and Ontario Retail Grocers' Associations. He is past president of the former and first vice-president of the latter. He is the second London first vice-president of the Ontario R. G. A. selling out within the past year and going on the road, E. J. Ryan being the other. It is a coincidence, too, that both are selling tea.

Mr. Diprose sold his north-end store to Daniel Carter; the one in the east to Robt. Durst, and the west-end store to Hosken & Reynolds.

Troubles, it is said, never come singly. C. F. Thorne, a Toronto grocer, will substantiate this old proverb. A short time ago his stable was burned, his horse being considerably singed. He hired another for his delivery, but it ran away and was killed. The same week he had a fire at his home in Parkdale. Mr. Thorne is, however, taking his loss philosophically, but it all goes to show the risk of the man in business, which is always overlooked by those who ignorantly cry out about the high cost of living. Mr. Thorne is secretary of the Toronto R. G. A.

The services of John B. Harker, formerly of Belleville, Ont., have been secured by The White Swan Spices and Cereals, Limited, Toronto. It will be remembered that Mr. Harker was the subject of article No. 2 of the "Veterans of the Grocery Trade" series, that appeared in our issue of March 7th, 1913. Apparently the trade had too strong a hold on him, for Mr. Harker went to his present position shortly after retiring from business in Belleville. Extending to Mr. Harker our best wishes and those of his many friends in the business, it is hoped that to his thirty-four years' experience in the retail trade may be added many more in his new venture.

Western Canala.

Brault & Viens, grocers and clothiers, Athabasca, Alta., have moved into their new store at the corner of Skinner Street and Litchfield Avenue.

Cameron & Heap, Limited, wholesale grocers, with head office in Regina, Sask., are building a new warehouse at Fort William, Ont., to cost approximately $100,000. This firm is increasing its capital to $500,000.

The A. McDonald Co., Limited, wholesale grocers, Winnipeg, have purchased a site on Hardisty Street, Fort William, Ont., and will erect this year a large warehouse for assembling and shipping mixed cars to their different branches. The company now has a branch at Port Arthur.

The Winnipeg Co-operative Society expects to open a store in June. Among the unions which have taken stock in the company are the following:—Typos, waterworks, machinists, plumbers and steamfitters, bridge and structural ironworkers, letter carriers, Northern Star Lodge carmen, street railway employees, bricklayers, stonecutters, Carmen Lodge No. 6, and electrical workers.

Practically every town in Central Alberta, from Lyodminster on the east, to Edson on the west, and from Athabasca on the north, to Olds on the south, will be visited the latter part of July by business men of Edmonton, traveling on the Board of Trade special, now being arranged for by F. T. Fisher, secretary of the organization. Their object is to study the country and get acquainted.

Clean Up Expected on Corn and Tomatoes

With Five Months' Consumption Still Ahead Some of Trade Expect These Canned Goods to be Used up Before New Pack Comes in—Sugar Situation Still a Difficult One to Fathom—Tendency Seems Towards a Decline—Advance on Cocoa and Chocolate as Result of Tariff Changes.

QUEBEC MARKETS.

POINTERS,—

Sugar—Steady.
Molasses—Trading dull.
Nuts—Advance in Marbots & Brazils.
Chocolate and Cocoa—Advanced.

Montreal, May 20.—Grocery trade is brisker this week than last and generally conditions seem much improved. Paying of license fees is over and trade has settled down to a steady basis. Collections are much improved with result that there is more confidence shown in the stability of country's prosperity. Opening of navigation with its attending influx of immigration calls for more foodstuffs and this is just the tonic needed to cure the fit of blues that was beginning to get in its work on grocery trade.

A few prices have been advanced during the week, namely; American Chocolate and Cocoa has advanced 1c per pound, due to new tariff which went into effect last week. Shrimps advanced 20c per dozen cans selling at $1.60 for 1 pound talls. Shortage in catch is advanced as reason. Brazil nuts and Marbot walnuts have also advanced ½ cent per pound.

"Humpback" salmon has declined 5c per dozen and is now quoted at 95c for 1's talls.

SUGAR.—Sugar market is steady at $4.30, the new basis. There seems to be a feeling among buyers that prices will go lower and while there are a number of factors that seem to point to this reduction these are offset by other factors that point the other way. Several authorities advise buying at present prices, but it would be wise to buy moderately till full effect of tariff change is known and until tariff changes in United States are settled. Demand for sugar at present is of "hand to mouth" variety, as trade is considerably disturbed by outcome of tariff changes advocated by President Wilson. New York market continues to decline and while local market is fairly steady, there is no denying that market is inclined to be weak. Reports from Europe report a heavy seeding of sugar beets and favorable weather. European beet sugar market is steadily declining, but is not yet on parity with cane sugar prices, and while it will have little effect on prices of cane sugars until it is on a parity basis it adds a disturbing factor.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Wholesalers and brokers are busy filling booked orders, but there is practically no new business being offered at present. Buyers continue to hold off buying for storage, being content to take their chances and every week seems to make more certain that prices will not advance. It is still very doubtful if lower prices will be seen, yet indications point a little in that direction.

It is rumored that 300 puncheons of Fancy Barbadoes have been peddled around city for ten days trying to find a buyer, but up to this writing no word of their sale has come to hand. However, a few sales have been put through at 36c, while cables advise offerings on basis of 36½c. Prices are holding firm at 36c, with no buyers in sight. Antigua "Fancy" is quoted at 32 to 33c.

There is still some doubt in some quarters as to ability of producers to fulfill their contracts but as yet there have been no cancellations and it is confidently expected that contracts will be filled in due time.

New price list for the coming season was issued last week by the Wholesale Grocers' Guild and the low prices quoted came as a distinct surprise to a good many. The prices quoted for molasses ex-store is practically the same as quoted to arrive. Below is the new list:

Fancy Barbados in	For Island of Montreal.		Outside Points.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 39	0 37	0 37	0 35
Barrels	0 42	0 40	0 40	0 38
Half barrels	0 44	0 42	0 42	0 40

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Fancy Barbados molasses, puncheons	0 37	0 39
Fancy Barbados molasses, barrels	0 40	0 42
Fancy Barbados molasses, half-barrels	0 42	0 44
Choice Barbados molasses, puncheons	0 35	0 37
Choice Barbados molasses, barrels	0 38	0 40
Choice Barbados molasses, half-barrels	0 40	0 42
New Orleans	0 25	0 28
Antigua	0 32	0 33
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60

MAPLE SYRUP.—Demand for maple syrup and maple sugar shows a falling off and amount of business accomplished is only nominal. Dealers seem to be pretty well stocked up and consumption shows signs of a big decrease.

Demand for corn syrup is increasing, especially in Montreal city. Prices remain same.

Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—There is no change in dried fruit market as prices are steady under quiet demand. Evaporated and dried fruits are being shoved into background by green fruits.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—Tea market is quite brisk this week and as result tea merchants are in a better mood and take a more optimistic view of trade conditions. Prices have firmed up considerably under new influx of orders, price-cutting which has been evident for some weeks past is disappearing as result of trade being on more stable basis.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

ONTARIO MARKETS.

POINTERS:—

Sugar—A waiting market.

Molasses—Holding firm.

Prunes—Range of sizes being lessened.

Cocoa and Chocolate—Up 1c per lb., due to tariff changes.

Nuts—Shelled almonds scarce and high .

Toronto, May 21.—Trade during past week has taken on brisker tone, and a corresponding improvement has been made in collections.

This week both cocoa and chocolate have been advanced about 1c per lb., and some firms state that further advances may be forthcoming at any time without notice. Both this and any early following changes are accounted for by revisions being made in tariff by American Government.

SUGAR.—Situation is quiet with a feeling of uncertainty, and might aptly be described as a waiting market. Demand is only for actual requirements, and is more or less restricted by backward season and uncertainty as to future developments of prices.

In this respect conditions in United States are somewhat reflected here. Prolonged tariff discussion on other side, with an increased uncertainty as to outcome, is restricting consumption, and, while at this season it might be proper to look for a gradual improvement in values, tendency seems to be rather in other direction.

Two leading American refiners are reported as having reduced their prices 10 points middle of the week.

Cuba is gradually restricting her production. Alrealy about 30 centrals have shut down, leaving some 142 grinding. Expectation is that these too will be closed for season before end of month. Decline in production that would ensue should have a beneficial effect on situation, as heavy receipts from the island would thus be cut off.

So far as local consumption of refined is concerned, favorable weather bringing on fruit should make a noticeable difference. Up to present time there has been little or no speculation either by wholesalers or retailers, so that situation regarding stocks in country might be described as bare.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Imperial granulated	4 25
Beaver granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Red Seal, 5 lb. boxes, cwt.	7 10
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45

SYRUP AND MOLASSES.—Wholesalers are now having to pay 43c on half-barrels for fancy Barbadoes, and as contracts can be booked for delivery only up to June 30 this would indicate a further advance on part of manufacturer at that time. As market on high grades controls market on lower grades, these latter may be expected to follow any change made.

Though sugar has been dropped 20c per 100, corn syrup manufacturers do not now anticipate a decline. Season is now getting pretty well over anyway, so that immediate changes would be of little interest.

		Per case.
Syrups—		
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS.—Large and intermediate sizes of prunes are now becoming scarce, and with indications of a smaller crop next season chances are for higher prices to predominate.

Quantity of California peaches next season, so far as can now be judged, will not be as heavy as last year.

Raisins on primary market tend to advance. Progress has been more marked on Sultana crop of late owing to heavy rains and absence of vine disease.

Locally stocks are becoming reduced, especially in prunes, so that full range orders cannot now be filled. Apricots, too, are scarce, and tend upward.

Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	....	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—Better classes of tea hold dear and scarce, but with slight tendency to ease off. Quality of Ceylons is falling off a little. New crop of Indians is now offering, but samples to date have not shown good enough quality for this trade. Japan market is now open, prices being about 2c lower than last year at corresponding period.

COFFEES.—Market is dull, and shipments received small. Owing to drying up of Magdelina River, there are no Bogota coffees being delivered from the interior, which will make supplies scarce for three or four months. Otherwise market is without feature.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 36
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Peppers and cloves continue scarce and high. African gingers, a low grade, are if anything cheaper, and Jamaicas hold flat, but with no change.

Cocoa and chocolate, owing to tariff changes, have each been advanced 1c per lb., and further advances may be expected.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—36	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Heavy booking for summer trade on rice should soon start now. Primary market keeps steadily climbing up by fractional advances, and same are likely to be reflected here. Tapioca continues rather easy.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Filberts are now practically off market, and prices for import are so high that no one cares to bring any in. Almonds out of shell, too, are very scarce and high. It is estimated that there are now not enough of these to put the trade through, and few to be had on primary market.

CANNED GOODS.

Toronto, May 21.—A little commotion has been felt on this market lately owing to sales of some fire-damaged stocks of canned vegetables. There are, however, no large stocks of these.

Tomatoes and corn are now expected to be all used up before new pack comes in, but some peas are likely to be carried over.

Low price on peaches has greatly stimulated consumption, which for this season is greater than for many years. Canned fruits of all kinds are now selling well.

Owing to more land being devoted to production of fruit and vegetables this year, it is estimated that the coming pack will exceed that of last season.

With warm weather in sight all canned meats, such as canned beef, tongue, jellied veals, etc., are beginning to move very freely.

Pack of shrimps is said to be a complete failure. Of 1,500 cases which were booked for Ontario, it is stated that none will be shipped.

MANITOBA MARKETS.

Winnipeg, May 20.—Interest among both wholesale and retail men centred last week in big drop on sugar which came somewhat as surprise. Sugar is now at lower point than for some time. In other staple lines there is no change as yet, but prunes are expected to go up following advance at coast.

Business conditions are but little changed. There is steady movement, but no heavy stocking. Collections are slow, but have shown a little improvement this month.

Industrial conditions are satisfactory and apparently there is no likelihood of lack of employment, and no outcry as yet as to an insufficiency of labor.

Cool weather during past two weeks has held back retail sales of warm weather lines usually active at this time, but fruit juices, syrups and kindred commodities are likely to be feature lines at any time.

SUGAR.—Sugar prices are much in consumer's favor and retail price is about $1.00 per cwt. less than at this time last year. It is hardly likely though that present prices will be long maintained. The sugar situation is peculiar and tariff changes pending may keep market unsettled for some time.

Extra standard granulated, per bbl	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—Trade in syrups is steady and dull. It is, however, held up to a certain extent by the high price of butter.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—An advance of 1/2 cent per lb. in California on prunes has not gone into effect locally, but will likely come. There is little doubt now of a combine or corner at the coast that will control the balance of last year's crop.

Prunes—		Per lb.
90-100s, 25s, s.p.	....	0 06
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 1s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06⅝
50-60s, 25s, s.p.	....	0 07½
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS.—There are reports of dearer teas at primary points, but local situation is unchanged.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 19
Roasted Santos	....	0 24
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Cold weather is not favorable to sales of nuts which should revive with the season of summer half-holidays, ball games, etc.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Prices steady and trade somewhat dull in peas, beans, and kindred lines.

Beans—		
Hand picked	....	2 35
3 lb. picker	2 05	2 20
Peas—		
Split peas, sack 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	3 45
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

NOVA SCOTIA MARKETS.

Halifax, May 19.—Introduction of the new Canadian tariff with its reduction of twenty cents per cwt. in sugar has furnished chief interest of week in grocery markets, and all grades of sugar with exception of United Empire granulated have undergone sharp reductions in price, U.E. granulated having previously declined. Refineries have announced a reduction of four dollars per ton and this reduction is being largely followed by wholesalers. This reduction is biggest single price cut announced by refineries in years.

Sugar prices in Canada have been rather low this year anyway, owing to big beet crop abroad and refiners will be affected by this cut more than anyone else as they have nearly all been carrying large stocks of raw sugar on which they paid the higher duty.

Another change looked for as a result of the tariff is an increase on cocoa and chocolate.

A great deal of local interest is taken in fancy Barbadoes molasses market, owing to speculative influences. If anything, price is on firm side now, but a great deal of uncertainty exists as to immediate future of this market. It is expected that if at all possible, this speculation will force price higher, though some expect that with advent of summer months and consequent dull trade, prices will ease off. Several cargoes have arrived in Halifax within past week and market is fairly well supplied.

Pork is somewhat easier, though lard remains firm, and compounds have advanced. Barrel beef is very firm and exceedingly scarce.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Bananas, per lb.	....	0 03¾
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	0 15	0 15½
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 17
Flour, Ontario, 90 per cent.	5 25	5 35
Flour, Manitoba best, per bbl.	....	6 15
Grapefruit, per case	....	3 50
Hams, per lb.	....	0 20
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Oranges, Florida, per case	....	5 50
Oranges, navel, per case	....	5 25
Pork, American clear, per bbl.	....	27 00
Potatoes, per bag	...	1 50
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 00

NEW BRUNSWICK MARKET.

St. John, May 20.—Usual rush of spring business is being done by grocers. Collections are good and markets fairly firm. Quotings in middlings are down $1.50 per ton. This reduction is said to be due to stocks being heavily piled up in West, and start of grazing. Tariff changes are said to be responsible for decline in sugar.

Dealers are buying more freely. Domestic mess pork is now higher than American clear and market holds strong. Both beef and pork are high, and other products are affected thereby. Potatoes are down. Eggs and butter hold about same.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 20	3 25
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12¼	0 12½
Cheese, new, lb.	0 13	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43¾	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60

Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 55
Cornmeal, bags	....	1 35
Cornmeal, bbls.	....	2 75
Eggs, hennery	0 19	0 20
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear. bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

TWENTY YEARS AGO IN THE GROCERY TRADE

Following are items from The Canadian Grocer of May 26, 1893:—

> "There has been a fair trade doing on spot in refined sugars, and refiners are looking for an increased trade during the next thirty days, as stocks in dealers' hands are small, owing to the conservative course that sellers have pursued throughout this spring. Yellows are quoted at 4⅜c to 5c, and granulated at 5¼c. Elsewhere the slight decline in raws did not materially affect the position of the refined article. The news of the loss of the Craigside, which was bound for Montreal with a cargo of 3,000 tons, may have some effect on the market."

Editor's Note.—This was from our Montreal market report of 20 years ago. A great contrast will be observed in price of sugar then and now. Best granulated sugar in Montreal to-day is $4.30—95 cents below 1893.

* * *

> "J. H. Jones, who is in charge of the store department of the Longford Lumber Company, Longford Mills, made a curious find the other day. He was opening a package of tea purchased from a Toronto wholesale house, when he discovered embedded in its contents an embossed leather opium case, about 4½ inches long. There were two departments in the case. One contained an iron pipe, with mouthpiece and bowl of brass, and the other a supply of opium. The case and its contents were handed over to William Thompson, president of the company, who holds it as a curio. It is surmised that it either fell into the chest from the pocket of a careless Japanese workman or that the latter hid it in the tea on the approach of an overseer and had not the opportunity of removing it."

◆

NEW ENGLAND GROCERS IN MONTREAL.

Montreal, May 22.—(Special). — A party of twenty-two delegates from the New England States en route to the National Retail Grocers' Association Convention held this week at St. Louis, Mo., spent a day in Montreal last week.

The morning was taken up with a ride around the city and a trip to Mount Royal and the visitors were without exception loud in their praises for the city.

For the afternoon the delegates were the guests of Chase & Sanborn, coffee importers. Through the courtesy of Rousseau Bros., Limited, six "Cadillac" automobiles were provided and a trip made to Ste. Anne de Bellevue, where previous arrangements had been made to have them conducted over the Macdonald College. This institution made a great impression upon the visitors, who very reluctantly started on the trip back to the city as the time at their disposal did not permit of a thorough inspection of the buildings and many interesting departments were not taken in.

The New England party is traveling under the direction of A. C. Barker, manager of the New England Grocer & Tradesman, a trade paper published in Boston. The trip to Ste. Anne de Bellevue was in charge of John R. Simpson, representing Chase & Sanborn. The party went via Toronto to St. Louis.

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MOLASSES CONTROVERSY.

(Continued from page 31.)

it is reasonable to suppose that the consumer will pay 3 to 5c per gallon more for Barbadoes "fancy" than for Antigua "fancy," which is of a high quality. It would also be well for him to take into consideration the effect of the slump in the sugar markets which invariably has a reflex action on the molasses market.

The molasses situation in Montreal is probably a peculiar one. Fancy Barbadoes is selling at 36c on the wharves here. A few sales have been put through at this figure, but generally speaking there is no trading in molasses at present as buyers are well shipped. The wholesalers are busy shipping out booked orders. The bulk of the molasses has been sold and buyers are indifferent whether they store molasses or not. Antigua "fancy" molasses are being offered on the market here this week at 32½c.

As far as montreal market is concerned there is no pressure from the shortage in the crop in Barbadoes. Retailers and wholesalers are well supplied and when they are in the market again, which won't be for several weeks, Antigua and other producers will be given a hearing.

Existing Prices to the Trade.

The wholesale prices for Quebec in Barbadoes molasses were announced this week by the wholesalers and are as follows:

For the Island of Montreal	Fancy	Choice
Puncheons	39c	37c
Barrels	42c	40c
Half Barels	44c	42c
Outside Points	Fancy	Choice
Puncheons	37c	35c
Barrels	40c	38c
Half Barrels	42c	40c

Carloads of 20 puncheons or the equivalent in barrels or half barrels to one buyer may be sold at open prices. No discounts will be given.

It does not therefore appear that there is any serious shortage on the Montreal market for if such a chortage did exist the wholesalers would not be offering molasses at such low prices when compared with to-day's quotations from Barbadoes.

The wholesale opening prices on the Montreal market for the past few years of Fancy Barbadoes Molasses are as follows.

May 24th 1912	36c	in Puncheons
May 18th, 1911	31c	"
May 26th, 1910	36c	"
May 20th, 1909	31c	"

◆

The retailer who treats jobber's and manufacturer's salesmen as he wants his own salesmen to be treated, is going to get a lot more good out of the salesmen that call on him than the other man.

The grocer that visits his competitor's stores will learn a lot that he never knew before and will be in a better position to run his business at more of a profit than the fellow who mopes around his own store all his life. Get out of the rut. Travel around a bit and see what the other fellows are doing. It will help you to enjoy life and win success at the same time.

◆

USEFUL AND VALUABLE.

The Canadian Grocer.

Gentlemen:—Enclosed please find money order for $2.00 in payment of subscription to the Canadian Grocer. I find your paper very useful and valuable.

H. D. BOULARD,
Grocery Department,
Dupuis Freres, Ltd.,
Montreal, Que. St. Catherine St. E.

FLOUR & CEREAL DEPARTMENT

Decline in Mill Feeds Makes Flour Firmer

Mill Feeds Slump Another Dollar—Anticipated Advance in Flour Would Seem Even More Probable—Wheat Situation is Marked With Greater Firmness Than Ever and Appears Likely to Maintain at Present High Level.

Prospects for an advance in flour would seem even better this week than last. Mill feeds have again slumped, and market is weak even at present low figure, owing to lack of inquiry. Wheat in Winnipeg still continues to advance, being now 1¼ cents higher than week ago. Although Toronto export business does not amount to much, Montreal exporting is heavy, causing greater firmness there, and in both places domestic demand is good.

This one fact would tend to point to no advance, namely, that with hot weather approaching household trade is likely to fall off, and as bakers contracts cover their wants, domestic trade would appear likely to fall off somewhat.

Continued strength of wheat market appears due altogether to soundness of statistical situation. Stocks on spot in importing countries appear inadequate to meet summer's demands, and this fact is now being realized by exporters. Broomhall, Liverpool states; "The strength of the market is certainly not due to speculative estimates of coming scarcity, for prospective supplies at this season have rarely been so ample; nor is it due to bad crop prospects for on the whole the promise for growing crops is excellent."

Flour receipts at Montreal for week were 118,496 sacks as compared with 40,600 for the same week last year. The exports for the week were 54,012 sacks, as compared with 36,336 sacks for the corresponding period of last year.

MONTREAL.

FLOUR.—Prices on all grades of flour remain same as last week, but prices are firmer, owing to heavy export demand. While an advance is expected in Ontario on soft flours, the hard Manitoba flour will not likely be affected. Such, at least, is opinion of millers here. Domestic demand is improving and mills are quite busy. Supplies of flour in store on spot are comparatively small, and with increased demand this might prove a factor in boosting prices.

Winter wheat, fancy patents, in bags	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—There is no change in cereal market. Trading is dull with rolled oats at $2.05, but prices are being maintained fairly well. Demand for cornmeal is also limited and prices are steady at last week's quotation.

Exports for the week from the Port of Montreal were 600 sacks and 350 cases as compared with 6,699 sacks and 4,292 cases for same period last year.

Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots	2 26	2 38
Granulated oatmeal, in single bag lots	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Owing to heavy stocks, prices have again declined. Bran is quoted at $17.00, while it is rumored that some sales have been made at lower prices. Middlings are quoted at $21.00 and it is stated that one firm here have 10,000 sacks in open, that they cannot get into their warehouse. This will give some idea of immense stocks in store here. Millers state that this year trade in mill feeds has been a very small one and away short of anticipated demand. This they state is reason that stocks are so large. In order to unload, prices are being cut. Demand from United States points has not amounted to much.

Bran, in car lots, per ton	....	17 00
Shorts, in car lots, per ton	....	19 00
Middlings, in car lots, per ton	....	21 00
Wheat moulee, per ton	....	23 00

TORONTO.

FLOUR.—"Flour will have to advance unless wheat comes down soon. With offal now down another dollar this week, there will soon be no money in it at all." This is way in which one miller regards situation this week.

May wheat in Winnipeg closed May 13 at 92⅝c. On May 20, one week later, it closed at 93⅞, a straight advance of 1¼ cents, which if changed to a flour basis would mean approximately 6 or 7 cents per barrel.

Cold weather in West is said to be retarding growth of new crop. Whether this will have tendency to strengthen market is far from certain as there is no way of telling what final effect it will have. But at present it is stiffening wheat market at least sentimentally.

With bran and shorts each having declined another dollar this week an early advance in flour would not be surprising. Demand for these has fallen off to such an extent that even at this low price little is doing.

It becomes evident that only time will tell, but judging from appearances any movement would most likely be upward.

Manitoba Wheat.

1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl	....	4 90
Strong bakers, in car lots, per bbl	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption	4 70	4 90
Patents, 90 p.c. domestic consumption	4 55	4 85
Straight roller, domestic consumption	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Corn market continues firm as ever, and with a fair demand for cornmeal this market also holds firm. For three weeks now dealers have been looking forward to an advance, but owing to heavy stocks held by a few mills this advance has not yet been realized. Should present conditions hold until stocks become reduced, it is likely that an advance of 10 or 15 cents will be made anyway.

For export on rolled oats, Toronto is still out of line, and with domestic trade largely fallen off, market is quite dull.

Rolled oats, small lots, 90 lb. sacks	2 10	2 15
Rolled oats, 25 bags to car lots	2 00	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls.	....	2 85
Rolled wheat, 5 barrel to car lots	....	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—This week bran and shorts have each dropped another dollar, and corresponding decline has also been made on middlings and wheat moulee. Trade in all lines is dull, and with little hope of declines causing any great stimulation. This drop in prices of mill feeds would tend to make flour situation even more firm and an advance still more probable than week ago.

Bran, in car lots, per ton	17 00	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton	21 00	23 00
Wheat moulee, in car lots, per ton	23 00	25 00

Lemons Advance 50c.: Oranges Will Be Higher

Primary Market Conditions Point Towards Higher Prices on Both For Summer—Pineapple Season Now Well On—Decline Noted on Many Lines of Vegetables—Tomatoes Likely to Ease Off Gradually.

MONTREAL.

GREEN FRUIT.—Fruit market has a quieter tone this week owing to cooler weather, but for all that considerable business is being accomplished. Bananas remain same as last week, and have a firm tone, but it is not thought they will go much higher than present prices of $2.15 to $2.50 per bunch. Cocoanuts are arriving and bring $5 per bag. Sorento oranges are selling at $3.75 to $4.25. Apples are a little higher, and are getting somewhat scarce. California cherries are arriving regularly by express, and are selling at $3.50 per box instead of $3.75 quoted last week. Oranges are higher this week. Valencia's are selling as high as $5.50, while California navels command equally high prices.

Apples—		
Ben Davis XXX.	....	4 50
Spies, first grade, per barrel	5 50	6 50
Spies, second grade, per barrel	....	5 50
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Bananas, crated	2 15	2 50
Cherries, California, 7-lb. box	....	3 50
Cocoanuts, per bag	....	5 00
Cranberries	11 50	13 00
Grape fruit, Florida, case	3 50	4 25
Grape fruit, Cuban	2 75	3 50
Lemons	3 50	4 25
Oranges, California navels	4 75	5 50
Oranges, Sorento	3 75	4 25
Oranges, Valencias	5 25	5 50
Pineapples, Havana	2 50	2 75
Strawberries, per quart	....	0 15

VEGETABLES.—Demand for vegetables this week is a little dull, due to unfavorable weather. New vegetables are coming forward, and prices have declined on several lines and advanced on others. Tomatoes are coming in quite freely, but price is firm at last week's level. Asparagus is coming forward quite freely from local points, and is selling at $1.25 per 11-qt. basket. Some American is being sold at all prices from $4 to $6 per dozen bunches, according to quality. Rhubarb has slumped owing to immense supplies. Radishes are selling at 30c to 40c per dozen bunches, according to quality. New cabbage is very plentiful. Florida celery is over, and Bermuda has taken its place, selling at $4.50 for small and $10 for large crate.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, imported, per hamper	....	4 00
Beets, new, per doz. bunches	....	1 50
Beets, old, per bag	....	1 00
Cabbage, new, crate of 4 to 5 doz.	....	2 50
Cabbage, per bbl. of 3 doz.	1 00	1 25
Carrots, new, per doz. bunches	....	0 75
Carrots, old, per bag	....	1 25
Cauliflower, hothouse, per basket	....	3 00
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Cucumbers, per doz.	1 75	2 00
Cucumbers, per basket	....	3 50
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	1 25
Lettuce, Boston, crate of 2 doz.	....	2 25
Lettuce, curly, crate of 4 doz.	....	3 00
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Canadian red, per lb.	0 01½	0 01¾
Egyptian, per lb	....	0 02½
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, crate	....	4 50
Potatoes—		
Bermuda, new, per bbl.	....	7 50
Green Mountains, car lots, bag	0 60	0 62½
Quebec grades, car lots, bag	0 50	0 55
Quebec grades, small lots, bag	0 85	0 90
Sweet potatoes, basket	....	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	....	4 00
Turnips, per bag	....	1 25
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Lemons have finally taken advance of 50c per case. Primary situation holds firm as ever. Stocks are light, and only the continuance of cool weather has kept prices reasonable. Further advances are still expected.

First California Valencia oranges appeared on market this week and show fine quality. Prices to the wholesaler will run between $5 and $6 for next two weeks, but after that may be expected to go even higher. Wholesalers are selling at $5.50 to $6.25, according to size and quality. Florida Valencias are practically over.

One car of Homossassas, a California orange never before appearing on this market, was brought in this week. Prices range slightly less than on Valencias.

Pineapple season is now well on, and this week will finish up heavy shipping from the South. On primary market 24's are slightly easier, but as yet decline has not been great enough to make a change here.

Apples—		
Spies, first grade, per bbl.	4 00	5 00
Spies, second grade, per bbl.	3 00	4 00
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	2 75	3 25
Fancy imported, box	....	3 50
Bananas, per bunch	1 75	2 25
Cherries, California, 11 and 33 rowed bxs	3 50	4 00
Cocoanuts, per sack of 80	....	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	4 00	5 00
Grapefruit, Cuban, all sizes, per case	3 50	4 50
Lemons, Messina	4 00	4 50
Limes, per box of 100	....	1 50
Oranges, California Valencias	5 50	6 25
Oranges, Valencia, ordinary, 420s, case	....	6 50
Oranges, California navels, case	4 50	5 00
Pineapples, case of 24, 30, or 36	2 75	3 00
Strawberries, Louisiana, per pint	0 12½	0 15
Strawberries, Alabama & Tennessee, qts.	0 12	0 17

VEGETABLES.—Many price changes have been made this week. Asparagus has advanced another 25c solely on account of cold weather retarding growth. Cauliflower is now being brought from Maryland instead of Florida as formerly, which has had effect of cutting prices down to half. Cucumbers are much more plentiful, and have been reduced $1 per hamper. Cabbage, too, is easing off, highest price now being $3.

Artichokes, Canadian, bush.	....	1 00
Artichokes, French, dozen	....	1 25
Asparagus, domestic, dozen	1 00	1 25
Beans, green, hamper	3 00	3 50
Beans, wax, hamper	3 50	4 00
Beets, imported, per doz.	....	1 00
Carrots, per bag	....	0 75
Carrots, imported, per doz.	0 50	0 75
Cabbage, Virginia, new, crate of 4-5 doz.	2 50	3 00
Cauliflower, Maryland, hamper	2 00	2 50
Celery, Bermuda, dozen	....	1 75
Chicory, doz.	....	0 75
Cucumbers, Florida, hamper	3 50	3 75
Egg plant, per crate of 30 to 45	....	5 00
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 25
Mushrooms, per lb.	0 50	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 75	3 00
Texas, Bermudas, 50-lb. crate	....	1 75
Bermudas, 50-lb. crate	....	1 75
Green, imported, per doz.	....	0 15
Peppers, green, basket	0 60	0 65
Peppers, green, hamper of 6 boxes	3 00	3 75
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25
Potatoes—		
Bermuda, new, hamper	....	3 00
Bermuda, new, barrel	....	9 00
Florida, new, per bbl.	....	7 00
New Brunswick, per bag	0 95	1 00
Ontario, per bag	0 75	0 85
Radishes, doz. bunches	....	0 50
Radishes, hamper	1 50	2 00
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, per bbl.	2 25	2 50
Spinach, per hamper	0 75	1 00
Squash, Florida, case	....	4 00
Turnips, per bag	....	0 40
Tomatoes, Florida, case	4 50	5 00
Water cress, domestic, 11-qt. basket	0 50	0 75

Heavy Demand for Halibut and Lake Fish

Big Run of Whitefish Expected About June 1—Several New Lines Appear on Montreal Market—West Coast Fast Developing Into Heavy Exporting Centre.

Owing to cool weather continuing trade in fish has been heavier than would otherwise be the case at this season. Fresh fish of all kinds are moving freely, in some cases inquiry being even greater than stocks obtainable. Heavy shipments of haddock and halibut have been received from the Pacific Coast, the northern part of which is fast developing its fish industry, and will rapidly make itself recognized as one of the large exporting centres.

MONTREAL.

FISH.—Cool weather is ideal for fish business, and trading at present is quite brisk. The three fast days last week were well kept, and fish dealers were kept pretty busy filling orders.

Lake fish are coming in quite freely, and are meeting with a ready sale. Brook trout is scarce, due to cold weather, but it is expected that supplies will soon be more plentiful. Gaspe salmon is coming in, and is selling at 28c to 30c. Doree is again on market, selling at 11c to 12c. Buck shad are selling at 40c each, eels at 8c, and carp at 7c per lb.

Haddock and halibut are plentiful, with two cars arriving from the West Coast. All kinds of fresh fish are arriving in good condition, and are fairly plentiful, with prices reasonable and firm. Fillets and haddies are dull. Smoked eels are coming on the market now, and are selling at 12c.

Canned fish are selling well, due to moving to summer resorts and residences. Canned salmon, sardines, herring in tomato sauce, etc., are moving very freely. The demand for oysters is falling off.

FRESH FISH.		
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Buck shad, each	....	0 40
Carp, per lb.	....	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Steak cod, per lb.	....	0 06
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 05	0 06
Salmon, B.C., red, per lb.	0 20	0 22
Salmon, Gaspe, per lb.	0 28	0 30
Trout, brook, per lb	....	0 26
Trout, lake, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	....	0 25
Whitefish, per lb.	0 11	0 12
Halibut, fresh, per lb.	0 10	0 11
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 15
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
FROZEN FISH.		
Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		6 50
SALTED AND PICKLED.		
Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08
SMOKED.		
Bloaters, box	1 00	1 10
Yarmouth bloaters, fancy, per box	1 00	1 10
Yarmouth bloaters, fancy, per box	....	1 25
Eels, per lb.	....	0 12
Haddies, extra fancy, per lb.	....	0 10
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
Boneless smoked herring, 10 lb. boxes, lb	0 10	0 10
CRUSTACEANS.		
Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 20
Lobsters, boiled, per lb.	....	0 22
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00
SHELL FISH.		
Scallops, per gal.	....	3 00
Solid meats—Standards, gal., $1.80; selects, gal.		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Owing to stormy weather on lakes, catches of trout and herring have been very much lessened during past week, but are expected in even greater quantities before long. Whitefish are likely to be scarce until about June 1, when another big run is expected. Cod and haddock are coming in freely, and show good quality. Halibut still continue in greatest demand. Some dealers find inquiry for these heavier than for all other lines together. Next to halibut come trout and whitefish. City trade seems to demand fresh lake fish rather than ocean lines, but in outlying points distinction is not nearly so marked. Trade in general has fallen off greatly from high water mark reached week ago.

FROZEN FISH.		
Pickerel, per lb.	....	0 08
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10
FRESH CAUGHT FISH.		
Butter fish, per lb.	....	0 20
Brill, per lb.	....	0 15
Eels, live, per lb.	....	0 10
Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	0 06	0 07
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 25	0 40
Perch, per lb.	....	0 07
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	....	0 25
Salmon, B.C., per lb.	....	0 18
Steak cod	0 07	0 08
Suckers, per lb.	....	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 14
Wrinkles, per bush.	....	4 00
SMOKED.		
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13
PREPARED.		
Cod, 2-lb. boxes, 12 to crate	....	2 80
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

WINNIPEG.

FISH.—There is a fair demand and ample supplies of all varieties on the local market. Poultry receipts are light and demand indifferent.

Fish—		
Fresh salmon	....	0 21
Fresh whitefish, per lb.	....	0 08½
Fresh halibut, lb.	....	0 11
Fresh trout, lb.	....	0 12
Pickerel, per lb.	....	0 08
Block codfish, per lb.	....	0 10
Finnan haddies, lb.	....	0 08
Bloaters, box	....	1 50
Holland herring, keg	....	0 72
Kippered herring, box	....	2 00
Labrador herring, ½ bbl.	....	4 20

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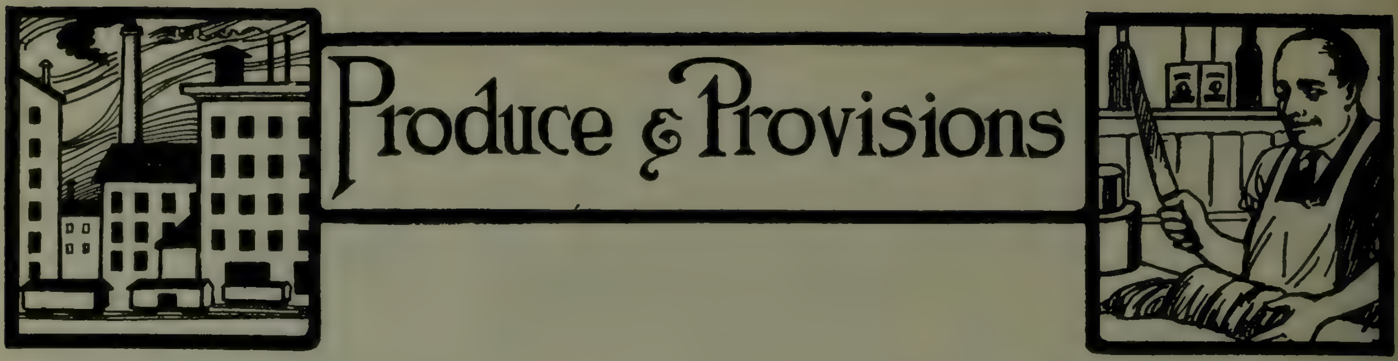
The Toronto R.G.A. held their regular meeting on Monday night, but owing to a political meeting in the city that evening, the attendance was not large. The question of the annual excursion was the chief topic. It has been practically decided to hold it this year on July 16, either at Queenstown or Niagara Falls.



Pork Products Advance; New Cheese In

Hams, Cooked Meats, and Pure Lard Shows Advance on Montreal Market — Butter Manufacturers Try to Hold Prices up—Will Make Solids Rather Than Submit to Further Reduction—Higher Prices Being Paid For Eggs in Montreal Keeps Other Markets up.

Owing to high price of bags all pork products continue high, and many show a slight advance this week over last. While most lines would now seem as high as it is possible for them to go, still each week seems to bring more marked firmness and even a fractional advance. Manufacturers claim that their products have not advanced in proportion to price of raw material and so are attempting slowly to bring about a readjustment.

Grass flavor is becoming a little more marked in shipments of butter now being received. Reports from various sections of the country promise abundant pastures so that as soon as warm weather begins a further decline in butter would appear inevitable. As Vancouver will now receive no more fresh made butter from New Zealand before the latter part of the year, it is expected that demand from that quarter will soon become quite apparent. Some old stocks still hang upon larger markets, but these are gradually being worked off at about 25 or 26 cents.

Following table shows receipts of butter, eggs and cheese on Montreal market for past week, with comparisons:—

	Butter, pkgs.	Cheese, boxes.	Eggs, [illegible]
Week ending May 17, 1913....	10,865	17,021	16,798
Week ending May 18, 1912....	10,319	19,001	15,211
Week ending May 10, 1913....	7,655	13,769	16,442
May 1 to May 17, 1913........	23,158	32,840	42,626
May 1 to May 18, 1912........	25,075	35,623	45,491

MONTREAL.

PROVISIONS.—Prices have again advanced here and there throughout entire provision list. Hams and bacon are more expensive and demand is heavier. Lard has declined about a ¼c, but compound remains the same. Cooked meats are a little higher; cooked ham selling at 29c. Jellied tongue is 1c higher, selling at 29c. Canadian bacon is firmer in London and hams are also higher. Local market is steady and firm under a good demand.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.........	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless. per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 16½
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb......	....	0 16
Square shoulders, bone in, per lb.......	....	0 15
Cottage rolls, small, 4 lbs., per lb.	....	0 18
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb.	....	0 14½
Flanks, bone in, not smoked, lb........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net. per lb.	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb.	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs...	$28 50
Canada short cut back pork, 45-55 pcs., bbl......	28 00
Heavy short cut clear pork, bbl.	28 50
Heavy clear fat backs, 40-50 pcs., bbl..........	28 50
Heavy clear fat backs, 60-70 pcs., bbl..........	27 00
Flank fat pork, bbl.	[illegible] 00
Pickled pigs feet, short, 200 lb. bbls., bbl........	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb..........	....	0 06

HOGS.

Live Weight, per 100 lbs.	10 50	10 60
Dressed pork, per 100 lb.		15 00

BUTTER.—Grass butter arrived on market last week and made its welcome debut. Prices, however, continue firm under a good demand and ample supplies.

Fresh creamery print	0 28	0 28
Creamery s olids	....	0 28
Farmers' separator butter	....	0 25
Dairy prints, choice	....	0 25
Dairy solids	....	0 25

EGGS.—Price of eggs advanced again this week, new laids selling at 26c in cases and 27c in cartons. Demand for eggs in cartons is increasing and produce merchants are hard pressed to fill orders for these. One firm had to hold orders over from Saturday as it was impossible to fill the cartons fast enough to keep up with orders. Price of new laids is a trifle higher than last year at this time as new laids were then selling at 25c per dozen. Packers are competing and bidding high prices again this year and it is estimated that a bigger pack will be put down this year than last, and at higher prices. Chicago packers are bidding high and this has the tendency to keep prices firm.

New laid eggs, in cartons, doz...........	....	0 27
Selects	....	0 24
New laid eggs, per doz., in case.........	....	0 26
No. 1 eggs, per doz.	....	0 22

CHEESE.—Demand for cheese is steady with prices unchanged. Receipts of cheese on Montreal market for week were 17,021 cases, while last year for same week receipts were 19,001 cases. Also receipts for season from May 1 last year to date were 2,783 cases more than for same period this year.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—Prices remain firm with very little of interest to report. Supplies are still very scarce and demand nominal.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 20	0 21
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24
Broilers, milk fed, frozen, per lb.....	0 28	0 32

TORONTO.

PROVISIONS. — Light hams are rather inclined to be firmer than week ago, and have made slight advance, lowest quotation now being 19½ cents. Cooked hams too are slightly firmer, outside price having been raised another half cent.

Lard continues steady with changes, if any, likely to be upward. Hogs now offering are not so heavy as a few weeks ago, and thus make a smaller quantity of lard, but better quality bacon. Some firms have advanced compound lard ¼ cent, but leave pure at former level.

HAMS—		
Light, per lb.	0 19½	0 20
Medium, per lb.	0 19	0 19½
Large, per lb.	0 16½	0 17
Cooked, per lb.	0 28	0 29
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15¾
Long clear bacon, heavy	0 15	0 15¼
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
SAUSAGES—		
Bologna, beef, per lb.	....	0 07½
Bologna, ham, per lb.	0 10	0 11
Farmers, all pork, per lb.	0 13	0 16
Sausage, small, per lb.	....	0 09½
Sausage, large, per lb.	....	0 09
Summer sausage, German, per lb.	0 22	0 25
Wieners, per lb.	0 10	0 15
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—Again has butter taken on an easier tone, but with no further decline as yet. Full grass has not yet started, and manufacturers claim that rather than put prices down any farther they will put butter into solids instead of prints. This some have already commenced to do. One dealer states that between now and June 1, he expects little change, decline, if any, being not greater than 1 cent per lb. Another dealer, however, expects a drop of one cent before end of week.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 28
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 25
Dairy solids	0 18	0 20

EGGS.—Prices paid in country still continue high, ranging mainly from 18 to 19 cents. Buyers still attempt to hammer down prices, but with little success, owing to continuance of high prices ruling in Montreal. Situation holds almost without change, but a decline is expected as soon as hot weather begins.

Eggs—		
Strictly new laid, per doz.	0 20	0 22

CHEESE.—This spring's cheese has appeared on market for first time this week. Quality shown is fine and color good. Cheese is already 1½ cents lower on country boards than year ago, so that dealers look now for no further decline, believing that rock bottom has been reached.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 13	0 13½
New, twins	0 13½	0 14

POULTRY.—A few live fowl appear on market again this week, but not enough to make any special feature. Fresh dressed birds are rapidly falling off, owing to approaching season for hot weather. In frozen stocks fowl are still fairly plentiful, but smaller birds are showing a scarcity on market.

Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20

HONEY.—Still a little honey is hanging on market, but mostly in bottles and in comb. Demand is almost nil, and will likely hold off now until August, when stocks will be replenished.

Honey, strained—		
Clover honey, 60-lb. pails, per lb.	....	0 12¼
Clover honey, 10-lb. pails, per lb.	....	12½
Clover honey, 5-lb. pails, per lb.	....	0 13
Clover honey, in comb, per doz.	....	3 25
Clover honey in glass, according to size, doz.	1 05	2 00
Buckwheat, 60-lb. tins, lb.	0 08	0 09

Alberta Produce Men on Trail of Bad Eggs

Association Formed at Red Deer With Object of Placing Western Produce Business on Better Basis—After June 1 Eggs are to be Paid For on Quality Basis—Seventeen Per Cent. Loss Considered Enormous.

Recently at Red Deer, Alta., there was organized the Produce Men's Association of Alberta with a large membership from all over the province.

Among the objects of the association, as stated in the certificate of organization, are the following:—

"The dissemination of accurate and reliable information among shippers, dealers, consumers of live and dressed poultry, game butter, eggs and other food products; the advancement and improvement of commercial conditions in the said trades, and fostering and strengthening of friendly and co-operative relations such merchants in all parts of the province of Alberta and the Dominion of Canada, and the securing to its members of improved transportation facilities and the just and equitable rates and charges for the same; the education and guidance of public opinion in all parts of the province of Alberta and the Dominion of Canada to the point of securing the adoption of legislation calculated to foster trade and safeguard the consumer.

Want Eggs on Quality Basis.

Among others these resolutions were adopted after thorough discussion:

"Resolved that it is the consensus of opinion of those assembled in this meeting that the greatest need of the Canadian egg trade at the present time is the passage by the federal parliament of an Egg Marks Act, similar to the Fruit Marks Act; such act to make unlawful the buying, selling or trading in rotten eggs and to include such other regulations as may be thought advisable to promote the best interests of all concerned."

"Resolved, that egg dealers assembled here unanimously approve of the proposal to change on June 1, 1913, from the present system of buying eggs to a system of buying only on the basis of quality, and further, we disapprove of paying for any rotten eggs in our receipts after that date."

The following are the executive officers:

President, A. S. Duclos, president of the Edmonton Produce and Grocery Company, Ltd., and the Edmonton Cold Storage, Ltd.; first vice-president, J. W. Chill, Calgary; second vice-president A E. Ellis, Wetaskiwin; third vice-president, C. G. Canfort, Edmonton; secretary-treasurer, E. T. Love, Edmonton; executive committee, G. W. Bowers Calgary; W. Pardmore and W. W. Prevey, Edmonton; J. W. Reid, Vermillion. C. C. Marker, Dairy Commissioner of Alberta, is honorary president.

Should Export Not Import.

President Duclos said that Alberta should be an exporting province instead of importing butter and eggs, for which several millions of dollars were sent abroad every year. He laid stress upon the annual loss of 17 per cent. of the total production resulting from bad eggs. Four million cases of 120,000,000 dozens of eggs were produced in Canada during 1912, he added, and of this the monetary loss was $3,400,000 through breakage and eggs going bad. Continuing he said in part:

"The produce men would like to see a standard for eggs as for grain or apples. A business which amounts to $48,000,000 annually as did the eggs and poultry business surely is as much worthy of proper regulation as the apple trade."

It is planned to extend its operations into the provinces of Manitoba, Saskatchewan and British Columbia, when it will be known as the Western Produce Men's Association.

* * *

FISHING WAS GOOD.

"Wot th' doose did ye tell 'im there was a lot o' fishin for? Wi, ther' ain't a couple o' codlin' within three mile o' the pier, an' you knows it."

"That's all right ain't it? The less fishes ther' is, the more fishin' ther' is to git 'em."—London Opinion.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes..	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅓ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz...	4 40
Perfection, ½-lb. tins, doz.	2 35
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 33
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90

Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 28
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 24
Diamond, ¼'s, 6 and 12-lb. boxes	0 25

Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90

Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes..	0 36
Milk medallions, 5-lb. bxs.	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, 5-lb. boxes	0 25
Nonpareil wafers, No. 1, 5-lb. boxes	0 30
Nonpareil Wafers , No. 2, 5-lb. boxes	0 25
Chocolate ginger, 5-lb. bxs.	0 30
Milk chocolate wafers, 5-lb. boxes	0 36
Coffee drops, 5-lb. boxes ..	0 36
Lunch bars, 5-lb. boxes ..	0 36
Milk chocolate, 5c bundles, 3 doz. in box, per box..	1 35
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 36
Nut milk chocolate, 5c bars, 24 bars, per box	0 90

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg:

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg. Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ⅛s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.: Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

M M

Melagama
Tea and Coffee

Their quality cannot be better, their popularity and favor cannot be questioned. Are you taking full advantage of these facts? To prove it further we guarantee sales or refund your money. We also pay the freight. Send an order to-day to

What better
Proposition
Could you ask?

MINTO BROS.
Established 39 years
TORONTO

M M

Your Vacation Money

The young men and women with brains and initiative do not sit down and waste time wondering where their vacation money will come from. They use the means that are at hand to secure it. They take advantage of their spare time by spending it at work that will earn the best possible returns.

Last spring hundreds of energetic young men and women earned the money with which they paid for their summer vacation by looking after our business in their own neighborhood.

The work is fascinating, both because it is congenial and because a few spare hours each week devoted to it will enable you to enjoy that summer vacation later on.

We will appoint you local representative of the two national magazines of Canada—MacLean's Magazine and Farmer's Magazine.

We will pay you liberally for both new subscriptions and renewals. If you will write for particulars to-day, we will show you how to make extra money for your vacation.

The MacLean Publishing Co., Limited
143-149 University Ave. .:. .:. Toronto

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., L TD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.

"SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case).	5.50	5.35
7 lb. tin (½ dz case).	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case).	4.80	4.65
7 lb. tin (½ dz case).	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall.. gross lot	20 00

Don't Blindfold Yourself to The Possibilities of the Western Trade.

This is the only way you could possibly be ignorant of the vastness of the trade that is being or can be done in Western Canada.

There is not one line of goods that is not in demand in the West at the present time. Your line is wanted and we, with our five immense warehouses in the best sections, and large selling force offer our services to introduce your line. Get in touch with us, for we are in touch with the trade.

Drop a card to-day.

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE, - WINNIPEG, MAN.

BRANCHES, REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton.**

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

It Is Inconceivable

that anyone would believe that

UPTON'S PURE FRUIT JAM

is anything but pure original fruit and sugar, to which has been added pure apple jelly.

Do not confuse it with any compound.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont.
Factory at: Hamilton, Ont.

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.
143-149 University Ave.
TORONTO

TOMATOES, CELERY, PINEAPPLES, ORANGES, BANANAS.

Shipments of Fruits and Vegetables arriving daily.
—Get our quotations.
Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

Hot Weather

The Hot Weather Season is here. You'll want a good supply of Lemons on hand. Your best interests will be best served by ordering

"St. Nichols"
"Queen City"
"Home Guard"
"Puck"
"Kicking"
The Quality Brands

J. J. McCABE
Agent
Toronto, - Canada

BARBADOS GOLDEN SYRUP

"PERFECTION" (brand)

This is extra superb quality for your very best trade. The highest grade of molasses obtainable.

Get in a small supply and be the first to feature it in your locality. It gives you an unusual chance for specialization.

It's the store with features that brings the customers along.

ASK YOUR WHOLESALER.

WEST INDIA CO., Ltd.
MONTREAL

Red Rose **Red Rose**

Extra Fine Quality

Artistically Labelled Packages

Two features with Red Rose goods—Jellies, Extracts, Baking Powder.

Then the name

Hugman

goes far when it is a case of purity.

We have proven time after time that our goods are beyond doubt

The Finest on the Market

Can't we demonstrate their superiority to you?

A. W. HUGMAN, Limited
MONTREAL

Red Rose **Red Rose**

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

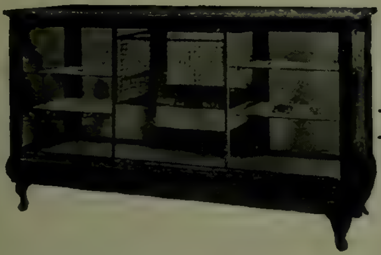
WHITE & CO., LIMITED
TORONTO and HAMILTON

Our List for 24th Trade

- STRAWBERRIES
- PINEAPPLES
- TOMATOES
- CUCUMBERS
- NEW POTATOES
- NEW CABBAGE
- COCOANUTS
- ORANGES
- LEMONS
- GRAPE FRUIT
- BANANAS
- RADISH
- GREEN PEAS
- PEANUTS
- BUTTER BEANS
- ASPARAGUS
- SPINACH
- LETTUCE
- GREEN ONIONS
- CAULIFLOWER
- NIGGER TOES

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY



COLD STORAGE DISPLAY

is possible when you use the Silent-Salesman

Arctic Refrigerator

The Arctic silent salesman refrigerator enables you to display your perishable goods in the most attractive manner, and at the same time keep them in a perfect state of preservation.

No trouble to sell goods displayed in this way. The case will soon pay for itself, with the increased business it will bring you.

Write for catalog showing all designs.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina. Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

Elgin Brand

THE CHEESE WITH THE FLAVOR.

Our stock of Old Canadian Cheese was properly made, which is the first point. It is properly cured, which is the main point and every order means a repeat order.

Our Elgin Brand Pure Pork Sausage and other pork products are just as carefully looked after.

For convenience let us send you one of our post card order books.

We are also open to receive your consignments for cold storage.

The St. Thomas Packing Co.
LIMITED
Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.
ST. THOMAS. ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

"This Washboard Has Given Me Splendid Service---It's CANE'S"

Every Sale of a

CANE WASHBOARD

Leads to Other Sales

Nothing is better evidence of quality than service. Cane's Washboards always prove their good quality. They are attractive and well finished and pay a good profit.

With Cane's Washboards you can meet every demand because they are made in 13 styles and grades.

Write for catalog on Cane's Washday Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.

SOAPS

Every Live Grocer Should Feature

	Per case.
Wonderful Soap (100 cakes) ..	$4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes) ..	2.30
Crystal Soap Chips (100 pkg.) .	3.75

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbl.) 5½c.
Freight Paid.

Yours for Quality.

GUELPH SOAP CO.
GUELPH - ONTARIO

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

---

2 1
Does the work of Liquid & Paste Combinations
Combinaison du Liquide et de la Pâte
TWO IN ONE
SHOE POLISH
TRADE MARK
REGISTERED
2 1
DEUX DANS UN
CIRAGE SUPERIEUR
The F. F. DALLEY Co. Limited HAMILTON, CANADA
CONTAINS NO TURPENTINE
KEEP COVER ON TIGHT
2 1

Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.

THE biggest and best selling, the most perfect and practical jar for you to stock and sell is the **"Queen" Square Fruit Jar.** Made of clear white flint glass with large mouth, and equipped with adjustable fastener. Your patrons will be delighted with the practicalness of this container, giving you excellent opportunity to do a big trade during this coming season. Profits are good. Get your orders in now.

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

Anti-Dust
SWEEPING POWDER

There are a score of other makes being offered you to-day. We know that, but with all respect for our competitors, we confidently state that

Anti-Dust

is better and different.

Superior quality at same price makes it a more valuable stock for you. There is greater germ killing power with it and then—**It Sweeps Cleaner.**

Ask Our Agents for the Green Tin

Sapho Mfg. Co., Limited

Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto; Lauro Chemical & Perfumery Co., Ottawa; Fenwick & Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St., Quebec City.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.
By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

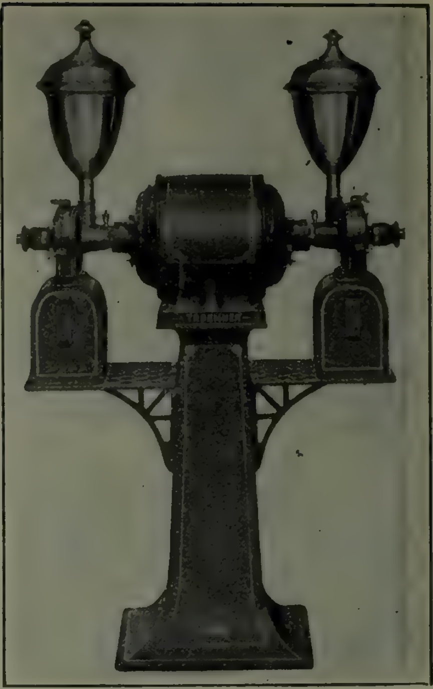
Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.

143-149 University Avenue, Toronto

Are You Satisfied



with the equipment in your store—your Coffee Mill, Scales, Spice, Tea and Coffee Bins, etc. We are agents for the renowned Henry Troemmer Mills, Scales, etc., and can equip your store at the lowest possible cost.

Get our quotations and prices — estimates and catalog gladly sent on request.

J. A. FLESCH & SON
1300 Medinah Building
178 W. Jackson Blvd.
Chicago

It Sticks to You.

The chief ingredient in Reckitt's goods is satisfaction. Every user gets some of it and you can't handle them without getting a lot too. A world wide reputation can't be built up without it, and that is why Zebra and Brasso are so well known.

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

It Will Pay You to Sell

SNAP

Every dealer will eventually realize that it will be to his best interests to sell **SNAP**—then why not get in line at once. There is a good profit to be made in SNAP and the sales multiply rapidly. SNAP is the best hand cleaner on the market, it cleans effectively all dirt, grease and grime, leaving the skin smooth and soft. It will not injure the most delicate hands.

Everybody has use for SNAP.

SNAP COMPANY, Limited
Montreal, Quebec

EVERY POUND OF ANCHOR BRAND FLOUR

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in **Anchor Brand Flours**, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our **free** 3-lb. samples and then make your purchases.....**merit wins.**

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake, - - Manitoba

STOCK SUMMER DRINKS

Your customers will want something cool and refreshing during the coming hot summer days. Offer them "STERLING" Brand Raspberry Vinegar, Lime Fruit Juice, Grape Wine (unfermented), Orangeade, etc.—they are delicious, invigorating and healthful summer drinks.

The moderate selling price makes them popular.

T. A. LYTLE CO., Ltd.

TORONTO, ONT.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co., Limited

TORONTO

BISCUITS

from the Old Country

Some of the most popular Biscuits in Britain are made by

McVITIE & PRICE

Limited

Biscuit Manufacturers

EDINBURGH and LONDON

The thousands of new-comers to Canada will welcome the sight of their old favorite varieties in your shop.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

THE KING OF SARDINES

—KING OSCAR BRAND

Caught and packed within shortest time possible. "King Oscar" Sardines do not lose their zesty, sea flavor.

Uniform special size and quality.

KING OSCAR BRAND SARDINES
THE SARDINE THAT MADE STAVANGER FAMOUS

Particularly suitable for salads, etc.

"King Oscar" stands for A1 quality.

Only the finest olive oil used.

By Special Royal Permission.

CANADIAN AGENTS:

J. W. Bickle & Greening

(J. A. Henderson)

Hamilton, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO. Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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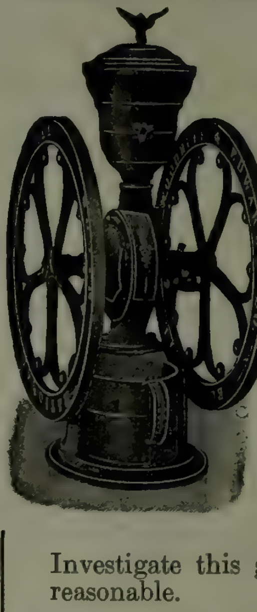


THE ELGIN

National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is reasonable.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPhesson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

MASON'S
'O.K.'
SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—

The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited
General Agent
23 Water Street, St. John, N.B.

BRUNSWICK BRAND FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

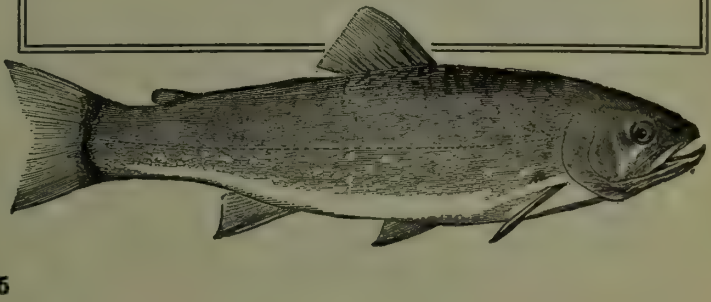
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros'. Brands you sell goods that are trade winners.

Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.



THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

WHY?

Are you allowing your pickle businsse to lag? Stock a brand of undoubted quality—ROWAT'S—back it with your salesmanship. The result will surprise you.

ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Carr & Co.'s Carlisle Biscuits

have their own distinct following. People who know good biscuits, use good biscuits, demand good biscuits, are the people who buy Carr's Biscuits.

The mere "say so" that you handle Carr's Biscuits puts you into the front rank of a quality salesman.

For prices, etc., write to-day

CARR & CO. CARLISLE ENGLAND

AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

PRINCESS BRAND CONDENSED MILK
Banner CONDENSED MILK
St. George BRAND OF UNSWEETENED EVAPORATED MILK

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case - -	$3.60
Princess Condensed Milk, 4 dozen in case - -	$4.50
Banner Condensed Milk, 4 dozen in case - -	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George Ontario

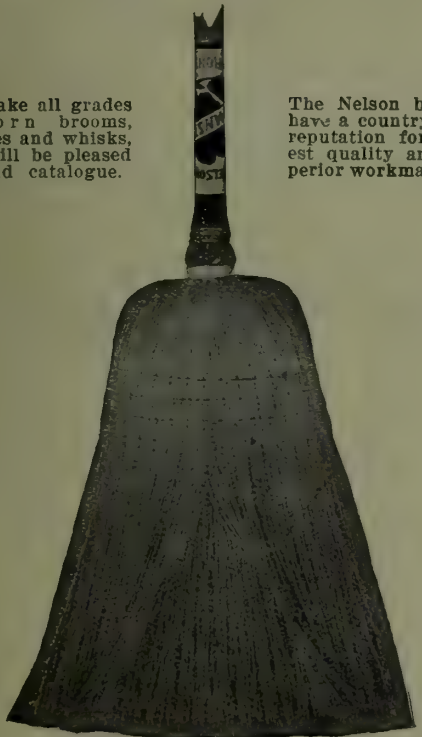
The Pansy BROOM

—the wear is there

This soft, pliable corn broom will prove to be a customer satisfier, because the wear is there. It will outwear any three brooms on the market and will therefore pay both you and your customers best. The Pansy represents the highest quality workmanship.

We make all grades of corn brooms, brushes and whisks, and will be pleased to send catalogue.

The Nelson brooms have a country-wide reputation for honest quality and superior workmanship.



H. W. NELSON & CO., Limited
TORONTO - ONTARIO

You Will Find It Easy to Sell

"YOUNG TOM" WASHING POWDER

because it has no smell, contains no harmful ingredients, will not injure the skin, saves time and labor, makes fast friends with housewives everywhere.

Get in your order for this efficient **Washing Powder**, also for "Glycerine Pumice" and "Tar" Toilet Soaps, Laundry Soaps, etc. Satisfaction always — one trial convinces—profits good.

YOUNG-THOMAS
Soap Co. Ltd.
REGINA, - CANADA

Sell "SOCLEAN"

It Pays A Big Profit

Housewives who use the **Dustless Sweeping Compound** find that it makes sweeping easy and pleasant. It makes sweeping easy and pleasant. It makes rugs and floors bright and clean, kills moths and disinfects the home. 4½ lb. pail, 25c. Use "Soclean" when sweeping your store — it will save you a lot of dusting and give the store a pleasant odor. "Soclean" is sold in barrels for merchants' own use.

We co-operate with you in selling "Soclean" by supplying you with trade attracting advertising matter such as transparent signs, cards and counter booklets.

Write to-day.

SOCLEAN
A GRANULATED DUST COLLECTING SWEEPING COMPOUND FOR SWEEPING DUSTLESSLY
NON INJURIOUS HYGIENIC & SANITARY
SOCLEAN LIMITED

Extra Large Pail, 25c.

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada
Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

PACKARD'S SHOE POLISHES

Packard's
Black "O"
A Liquid and Paste Combined
Guaranteed to Contain no Turpentine
Un Liquide et Pâte Combinés

A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c lines in Black, Tan, White and other colors. Have you received our illustrated price list showing ALL LINES? If interested drop us a postal.

L. H. PACKARD & CO., LIMITED

MONTREAL

Not an Enterprise for the "Quitter"

¶ "If there is one enterprise on earth," says John Wanamaker, that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom.

¶ "He must know before he begins it thathe must spend money — lots of it.

¶ "Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

¶ "Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."

Business Development

¶ *Do you ever feel that your present occupation prevents the development of your business talent?*

¶ *Many a young man is engaged in office or store clerking. Owing to the nature of the business, he has but a narrow range in which to exercise his talent. He cannot relinquish his position to seek one giving better opportunities and paying a larger salary. To do so would be to give up his only source of revenue, and someone may need his support. Yet it is imperative that he increase not only his business, but also his salary.*

¶ *We will solve the problem for you. We have need of part time salesmen. Men who can devote spare hours to our work and make as much, and in many cases, more money than they can from their regular occupation. Many of these men we develop into regular road men with a high salary. Do you feel that there are latent forces in you, waiting for an opportunity to assert themselves? If so, we want you to let us show you how to discover them. Write at once for the particulars.*

MacLean Publishing Co.,
143 University Ave.
Cir. Dept. **TORONTO**

A Labor-Saving Hoist and Hanger

Bananas Ripened Better — Profits Increased
All Lifting Wonderfully Simplified

Here's a **labor-saver** that fruit men and grocers have wanted for years—a **hoist** that can be used equally well for a **hanger**! If you want to **ease up** on your **back, save** your **boys**, and **make more** on **bananas** use a

TRADE HALL MARK

Banana Hoist

The Heavier the Load, the Tighter the Grip.

Hook on, pull up bunch (or anything else) and—let go! Pull-rope is grabbed in vise like grip by **patented lock.** Load is held in any position. **Outward** pull—down the load comes easy. Only one rope to bother with—the simplest hoisting and hanging method known.

Helps move the goods! In cold weather your boy can swing a bunch of bananas high up to the ceiling — where it's warm — where the fruit will ripen quicker, better—where it will be out of the way.

SATISFACTION or MONEY BACK

Nearly a quarter of a million **Hall Self-Locking Safety Hoists** are in use among farmers and others.

Try out one of these great labor-saving hoists which we have now modified for fruit men. **Cost** quickly earned in time and money SAVED.

Roped and ready for use, 50c. If your hardware man can't supply you, remit price to us. Back comes Hoist prepaid. If you don't like it return it and we'll refund your money.

HALL MANUFACTURING CO.
Monticello, Iowa

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.
Kingston - - Ontario
THE BEST OF THEM ALL.

CLASSIFIEDADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word,

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

GROCERY AND FEED BUSINESS FOR sale in Vancouver. Stock and fixtures about $1,000. Can be taken at invoice. Sales about $1,000 monthly, mostly cash; room for improvements. Write Grocer, Grimmett P. O., Vancouver.

CHINA BUSINESS FOR SALE—REGINA has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

WANTED

WANTED—WHOLESALE GROCERY LINES for the Maritime Provinces, by an experienced traveller with a good connection of years standing. Address Maritime, Box 475, Truro, N.S.

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town, Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLlect your savory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

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BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

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without dust, by using the best disinfectant sweeping powder on the market.

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Sold in bulk only.

NO-DUST MFG. CO.

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RUSSIA, RUSSET, BROWN LEATHER GOODS
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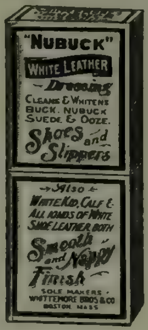
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WHITE LEATHER Dressing
CLEANS & WHITENS BUCK, NUBUCK, SUEDE & OOZE.
Shoes and Slippers
Also
WHITE KID, CALF & ALL KINDS OF WHITE SHOE LEATHER BOTH
Smooth and Nappy Finish
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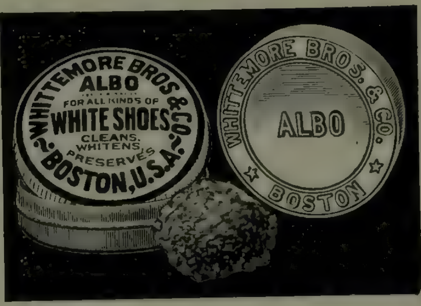

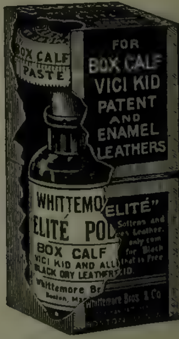
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FOR BOX CALF VICI KID PATENT AND ENAMEL LEATHERS
WHITTEMORE'S "ELITE" POLISH
BOX CALF, VICI KID AND ALL BLACK DRY LEATHERS
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"GILT EDGE" Oil Polish. The only Ladies' Shoe Dressing that positively contains OIL. Softens and preserves. Imparts a beautiful Black lustre. Always ready to use. Largest quantity. Finest quality. Polishes without rubbing. Retails 25c.

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Send for circulars giving full particulars of our other Polishes to WHITTEMORE BROS. & CO., Boston, Mass., U.S.A.
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Make a prominent display of FAIRY SOAP at all times, because it's being extensively advertised at all times—connect YOUR STORE with OUR ADVERTISING.

The white, floating, oval cake of FAIRY SOAP at 5 cents is BETTER SOAP than any you can sell up to five times its price. It will please your customers better; it will SELL better. Women everywhere know the soap; grocers everywhere know its sale.

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"F. LECOURT," Paris.

IMPORTED MUSHROOMS.

Extra Choix, ler Choix, Choix, Gallipedes.

Just ask us to quote on any particular line.

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Telephone Main 3766

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You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

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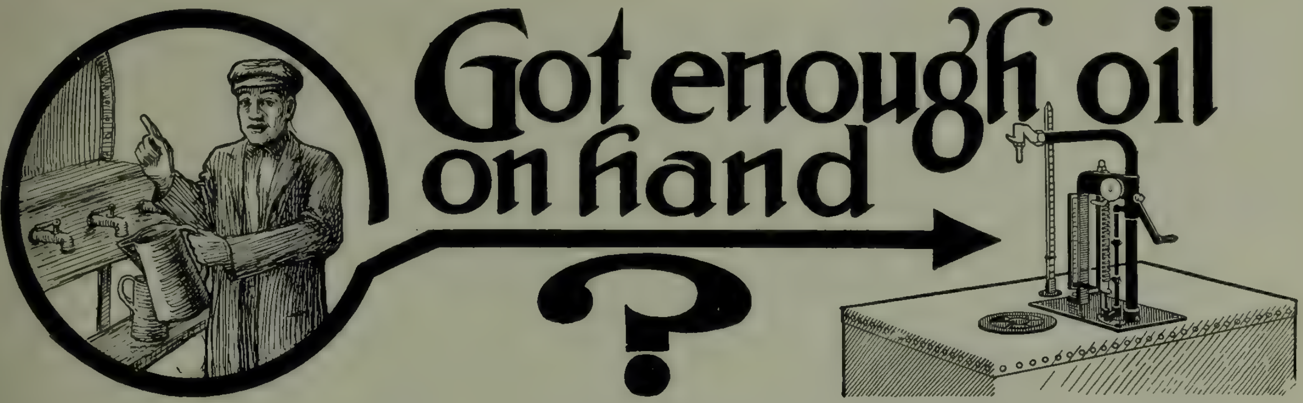
Montreal Toronto Winnipeg Vancouver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Established 1885.

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"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

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NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached

LAKE OF THE WOODS MILLING COMPANY
KEEWATIN
TRADE MARK REGISTERED

Not Blended

Base your selling success on flour facts not on fine phrases.

IF you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon FIVE ROSES Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell FIVE ROSES?

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

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Neither you, Brother Grocer, nor ourselves alone could ever have carried FIVE ROSES sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

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Portage la Prairie

Daily capacity—11,500 barrels

LAKE OF THE WOODS MILLING CO.
"The House of Character" *Limited*
MONTREAL

THIS IS THE 1,329th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, MAY 30, 1913 No. 22

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Now is the time to do it. OCEAN BLUE sells freely, at a popular price, in dainty 5 cent packets and cartons, with a margin that tempts the keenest buyers in the Dominion.

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Pure and Wholesome

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DOMOLCO

is such a molasses, made from best sugar cane, is **pure** and wholesome. In demand the whole year round. Stock and sell it.

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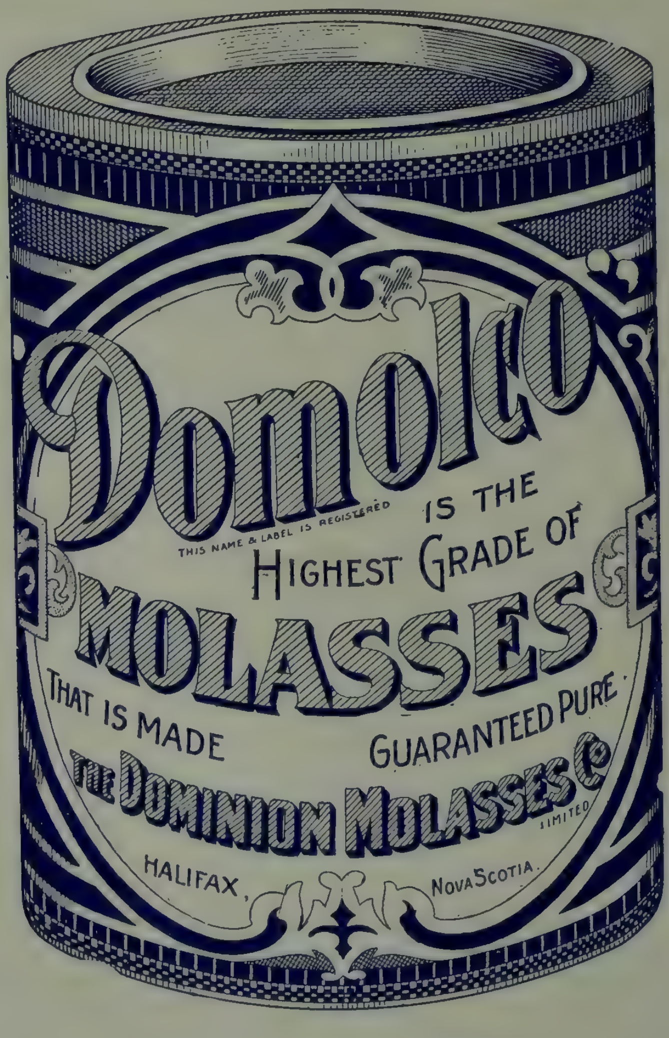
The Dominion Molasses Co., Ltd.
HALIFAX, N. S.



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Almost within an hour from the time it leaves its growing place it is ready to can and seal—all the original piquant flavor, and all the delicacy of the fresh young stalks are thus offered to the consumer in every package of **G. & S.** Asparagus.

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Arthur P. Tippet & Co.

Agents

Montreal *Toronto*

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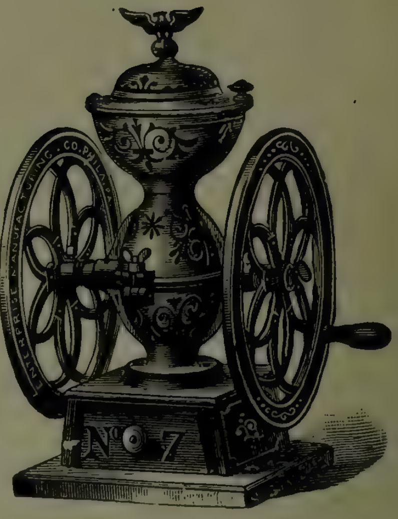

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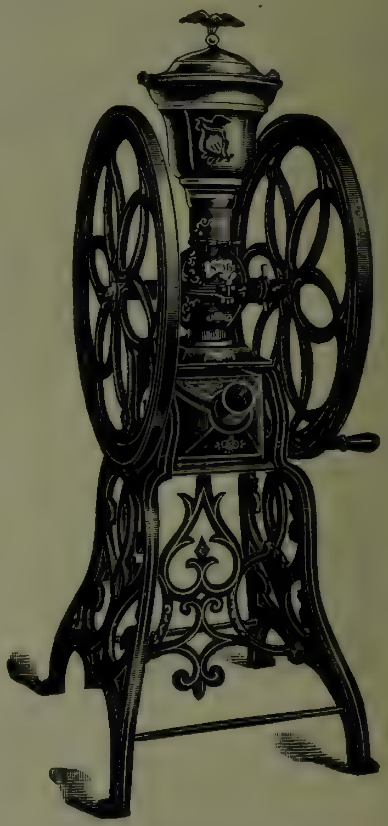
Send for the Enterprise Catalog.



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EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
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BORDEN'S CONDENSED MILK CO.
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As an infant food **Borden's Eagle Brand Condensed Milk** is unapproached by any other substituted for mother's milk.

Approved By Physicians

Eminently reliable medical tests have proven that Eagle Brand Condensed Milk acts upon the infant stomach substantially the same as human mother's milk, making it a perfect infant food.

There is no danger of impure milk, no chance of improper feeding.

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MESSINA LEMONADE POWDER

The Pure Lemon Flavor With Every Sip

That's the characteristic of this leader amongst Lemonade powders. How many brands are put before you that have no recommendation whatsoever, but an attractive package?

HENRI JONAS' MESSINA LEMONADE

is not only packed in an artistic three-color lithographed tin, but the quality is unsurpassed, and apart from anything else, the word JONAS on the label makes its absolute purity assured.

SATISFACTORY PROFIT
SURE TRADE

Is protected by a perpetual trade mark, entered according to Act of Parliament of Canada in 1874, by ROSENHEIM & JONAS, in the office of the Minister of Agriculture, under No. 3 Folio 523, in the Trade Mark Register.

PARTIES MANUFACTURING OR DEALERS SELLING IMITATIONS WILL BE PROSECUTED TO THE FULL EXTENT OF THE LAW.

Beat the sun by a month or two by ordering NOW.
Your wholesaler will supply you.

HENRI JONAS & COMPANY

MANUFACTURERS OF THE FAMOUS JONAS EXTRACTS, ETC.
Sole Proprietors
MONTREAL

CORRESPONDENCE INVITED

PROPOSITION SOUND

A strong link in the chain of business—

"SIMCOE" BAKED BEANS

"SIMCOE" Baked Beans have for many years been a strong and profitable link in the chain of business of many dealers throughout Canada.

It's the delicious quality of the carefully baked beans and the liberal quantity that attract the buyers, and once a buyer of "Simcoe" Brand, always one.

The dealer realizes a good profit, which helps to build the business. If you do not handle "Simcoe" Baked Beans it is probably your missing link.

Dominion Canners, Limited
Hamilton - - Canada

Readers Of The Grocer, Let Us Know Your Wants

You have noticed our Letter Box service. Every week we hear from dealers who desire names and addresses of firms manufacturing some particular article.

This service may be beneficial to you. If you are in the market for any article you do not know where to get, our services will be cheerfully given.

The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

REPUTATION

is what
we claim
for

Clark's Pork and Beans

A REPUTATION which has been built up by long years of experience in the handling of only the highest quality materials coupled with the most modern and perfect system of cooking, is what CREATES the demand for CLARK'S.

An extensive and carefully planned advertising campaign helps to KEEP UP and INCREASE the demand.

IF YOU WANT THE BIGGEST AND THE BEST TRADE, STOCK CLARK'S PORK AND BEANS.

W. CLARK, Montreal

IN THE MIDST OF AN ORCHARD OF 1000 ACRES

is situated the preparing and preserving kitchen of E. D. S. Jams, Jellies, Marmalades, Catsups, etc.

This source of supply of fruits for E. D. S. Products is right in the garden of Canada, the Niagara fruit district. Thus the BEST fruit, fresh from the orchard is canned, by a modern and sanitary process, a few moments after being picked.

No glucose, or adulterants of any description are added whatsoever. E. D. S. Products are PURE.

E. D. S. Fruit products are the leading quality lines of all high grade dealers—are you sharing in the profits of the large sales of these delicacies?

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Think of it.

Hundreds of thousands of women throughout the world ask every day for Reckitt's goods and have done so for years. How many have you got? Satisfaction is the great truth behind this. Show Reckitt's Blue, Dome Blacklead and Zebra Stove Polish where they will be seen and prove it for yourself.

6

HIRONDELLE

(Swallow)

Macaroni, Vermicelli, Spaghetti

Made in Canada for Canadians.

Once your customers taste this line they will never ask for any imported make. Our goods are unequalled for quality, and then there is the saving of duty. Just talk them up and you'll soon agree with us that

"Hirondelle" Brand

has taken the lead and will hold it.

C. H. Catelli Limited
MONTREAL

British Columbia COHOE SALMON

"SWEET PEA" BRAND

The Kind

Your Customers

Come Back For.

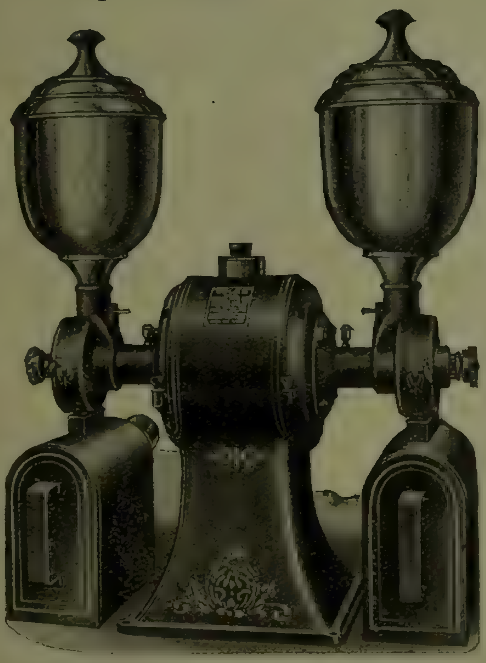
Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B. C.

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.



COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Rideau Hall Coffee

PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store—and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

WALKER PATENTED BINS

REPRESENTATIVES,
Manitoba: Watson & Truesdale, Winnipeg, Man.
Sask. and Alta.: J. N. Smith, Box 695 Regina, Sask.
Vancouver: Western Plate Glass Co. 318 Water Street.
Montreal: W S. Silcock, 33 St Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND BITTER ORANGES FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.
FRUIT PACKERS AND SHIPPERS
36 Eastcheap, LONDON, England
CABLES "GOODINGITE LONDON," ALL CODES.

Represented in TORONTO by W. B. STRINGER

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW,
Scotland.

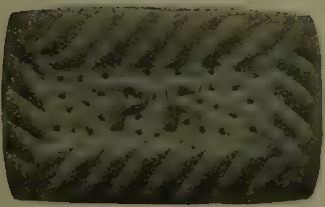
SHORTWOOD,
(Gloucester) England.

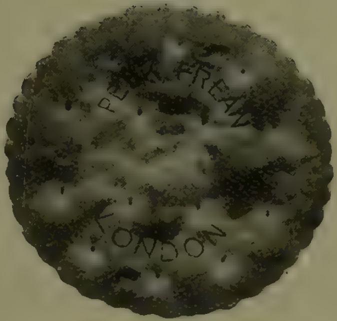
LONDON,
England.

MELBOURNE,
Australia

Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS





P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Montreal and Eastern Canada—Frank L. Benedict & Co., 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

TWENTY-SEVEN
GOLD MEDALS

AND FIRST CLASS
DIPLOMAS

BY APPOINTMENT

CHIVERS & SONS, LIMITED

PURVEYORS OF

WHOLE FRUIT JAMS, JELLIES

AND

CANNED ENGLISH FRUITS

TO

HIS MAJESTY THE KING

Highest Awards (Grand Prix) for Canned English Fruits, Brussels (1910). Turin and London (1911)
—International Exhibitions—

FRUIT PLANTATIONS AND WORKS:

HISTON - CAMBRIDGE - ENGLAND

For samples and quotations apply to the agents:

THE W. H. MALKIN CO., Limited
57 Water Street,
VANCOUVER, B.C.
(British Columbia and Alberta)

FRANK L. BENEDICT & CO.
144 Craig Street West
MONTREAL
(Canada and Newfoundland)

Where do Your Profits Go

Have you ever fondly imagined that you had made a fairly substantial profit during a certain period of time, but have received an awful bump when, upon balancing up your books, you have found that bad accounts, accounts that you cannot collect, accounts that were slow pay, etc., had pulled these profits down to a very much lower figure?

Yes, and so have a lot of other merchants. And this is the reason why many of them to-day are installing the Barr Register System, because they **effect a great saving in profits by using**

THE BARR REGISTER

In the first place, it reduces your outstanding accounts to a minimum. It is a truly wonderful collector of accounts.

In the second place, it saves you money on your bookkeeping, abolishing the old, clumsy, out-of-date daybook and ledger system.

In the third place, it does away entirely with the middle-ages custom of sending out monthly statements which so politely ask your customers to wait a month before paying their bills, actually inviting bad accounts.

And to be brief, there are at least 16 things, all told, that the Barr Register does immediately to save money in your store. Would you like to know about them? Use the coupon and we will tell you about them for nothing. More than that, we will **prove** that these statements are absolutely correct.

All we want is a chance to PROVE to you that the Barr Register will save its cost many times over in your store, that it will actually increase your profits this year. If we cannot prove this to you, then we are perfectly satisfied. It puts you under no obligation whatever to get a demonstration. If you want to make more money, if you want to reduce your outstanding accounts, use this coupon NOW.

"Get Your Money In"

Barr Registers Limited
TRENTON, ONT.

BARR REGISTERS, LIMITED, TRENTON, ONT.

Gentlemen:
We would be very glad to have you give us a free demonstration of the Barr Register, showing how it can save money for our store.

Name ....

Street and Number ....

City ....

Province ....

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190, Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-59 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Lima Bean Grocers' Assoc.
California Lima Beans

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
352-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED
BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

When writing advertisers kindly mention having seen the advertisement in this paper

Every Merchant who handles—

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
48 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov...........

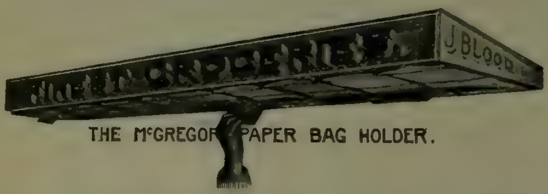
Tartan BRAND
THE SIGN OF PURITY

"Canned Goods"

have stood the test for years. Book your order now for new pack at 2½c. per dozen below Canners' opening prices. 100% delivery guaranteed.

'Phone Numbers—462 Long Distance. Free to Buyers: 3595, 3596, 3597
3598 Order 'Phones. 748 Shipping Office.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**


THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

ABSOLUTELY THE BEST

That can easily be proven. Just get a sample and use it. You'll see how

GILMOUR'S
HAND CLEANER
(Antiseptic)

excels. Not gritty like others. A smooth and most pleasant mixture, containing absolutely no injurious ingredients.
Get a Line on That Yellow Tin.

THE GILMOUR CO.
604 Papineau Avenue, - MONTREAL

D. & J. McCallum
Perfection Scotch
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Repeat orders for RICE'S tell the story of entire satisfaction. Get your supply of this dependable Table and Dairy Salt, and so have the happy smile.

We ship promptly. *Get our prices.*

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

BUY
STAR BRAND
Cotton Clothes Lines
AND
Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers
SEE THAT YOU GET THEM

St. Lawrence Granulated

CANADA'S STANDARD OF QUALITY

Red Label Blue Label Green Label

The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is the BEST, and as such should always be found on your shelves.

CHURCH & DWIGHT, Limited
Manufacturers :-: MONTREAL

More For All

There is more satisfaction for both dealer and customer in every Jar of Cairns' Scotch Jams and Jellies, because they are prepared from the finest selected fruits without any adulteration whatsoever. Cairns' Fresh Fruit products are fast sellers wherever introduced.

Royalty has and is appreciating them, and so will your customers. Dealers appreciate the profit. Are you one?

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND
Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

NEW SEASON'S JAPAN TEAS

are exceptionally favorable this year, both in quality and price. JOBBERS and RETAILERS should give them their special attention.

Furuya & Nishimura

WE

WANT

A

MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

YES, we are doing it AGAIN

You have seen this advertisement in The Saturday Evening Post and Collier's. It will also be found in leading women's publications and other periodicals of large national circulation during May and June. Other advertisements will follow—this means

Some More Quick Sales For You

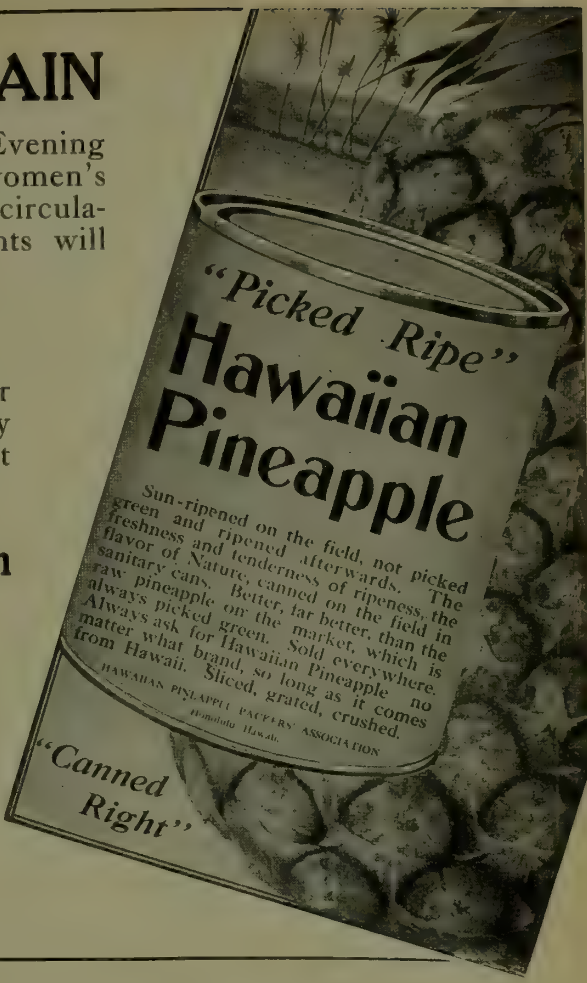
Remember how quickly the public called for Hawaiian Canned Pineapple, when the first publicity campaign started. Please take notice and act accordingly.

Hawaiian Pineapple Packers' Association

Honolulu, Hawaii

The Hawaiian Pineapple Packers' Association of Honolulu, Hawaii, comprises the following companies, being all the packers of Pineapple in the Islands of Hawaii:

Haiku Fruit & Packing Co., Haiku, Maui, Hawaii.
U. S. Sales Agents—Deming & Gould Co., 326 West Madison St., Chicago, Ill.
Hawaii Preserving Co., Honolulu, Hawaii.
U. S. Sales Agents—California Fruit Canners Association, San Francisco, California.
Hawaiian Islands Packing Co., Honolulu, Hawaii.
U. S. Sales Agents—Griffin & Skelley Co., California St., San Francisco, California.
Hawaiian Pineapple Co., Honolulu, Hawaii.
U. S. Sales Agents—Hunt Bros. Co., 112 Market St., San Francisco, California.
Kauai Fruit & Land Co., Kauai, Hawaii.
U. S. Sales Agents—Kelley, Clarke Co., Seattle, Washington.
Libby, McNeill & Libby, of Honolulu, Hawaii.
U. S. Sales Agents—Libby, McNeill & Libby, Chicago, Ill.
Maui Pineapple Co., Maui, Hawaii.
U. S. Sales Agents—Griffith, Durney Co., 1 Drum St., San Francisco, California.
Pearl City Fruit Co., Honolulu, Hawaii.
U. S. Sales Agents—Theo. H. Davies & Co., 260 California St., San Francisco, California.
Thomas Pineapple Co., Wahiawa, Hawaii.
U. S. Sales Agents—The J. K. Armsby Co., San Francisco, California.



"Picked Ripe"

Hawaiian Pineapple

Sun-ripened on the field, not picked green and ripened afterwards. The freshness and tenderness of ripeness, the flavor of Nature, canned on the field in sanitary cans. Better, far better, than the raw pineapple on the market, which is always picked green. Sold everywhere. Always ask for Hawaiian Pineapple no matter what brand, so long as it comes from Hawaii. Sliced, grated, crushed.

HAWAIIAN PINEAPPLE PACKERS' ASSOCIATION
Honolulu Hawaii.

"Canned Right"

Add $5.00 to Your Weekly Salary

Do you want to increase your salary by at least $5.00? If you do, we can help you. We want to engage the services of a large number of wideawake, energetic representatives. No matter what size your town may be, there is plenty of opportunity for a circulation representative of the MacLean Publishing Co. to earn $5.00 every week, in addition to his present salary.

The work is pleasant and does not require experience. You can devote your spare hours to it without interfering with your present occupation. If you are enterprising and intelligent, you will make the work very remunerative.

Leaving aside the cash profit, the handling of MacLean's Magazine by our methods is a proposition which will appeal to anyone, because it teaches salesmanship.

The MacLean Publishing Co.,

143-149 University Avenue, - TORONTO, Ont.

SPECIAL: Chiver's Pure English Jams $2.00

To further introduce this popular line we are making a special introductory offer for a limited time.

CHIVER'S PURE STRAWBERRY 1s.	$2.00 doz.
CHIVER'S PURE RASPBERRY 1s.	$2.00 doz.
CHIVER'S PURE ENGLISH ORANGE MARMALADE 1s.	$1.65 doz.

4 dozen cases.

We have other sizes as well. 2s., 5s. and 7s. All at reduced prices while the introductory period is in force.

We are direct importers and that explains the reason why we can offer these lines at a saving of ONE DOLLAR A CASE to the retailer.

Fenwick, Hendry & Co.

Wholesale Manufacturing Grocers, etc.

Kingston, Ontario

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

EGG PROFITS?

Certainly! If you eliminate miscounts, breakage, and then pack and deliver your eggs in the least amount of time possible. What's the answer?

STAR EGG CARRIERS AND TRAYS, of course—

They will do all of this for you, and we suggest that you let your jobber supply you with enough STAR EGG CARRIERS AND TRAYS to handle this season's and the future's big egg trade at the greatest profit to you.

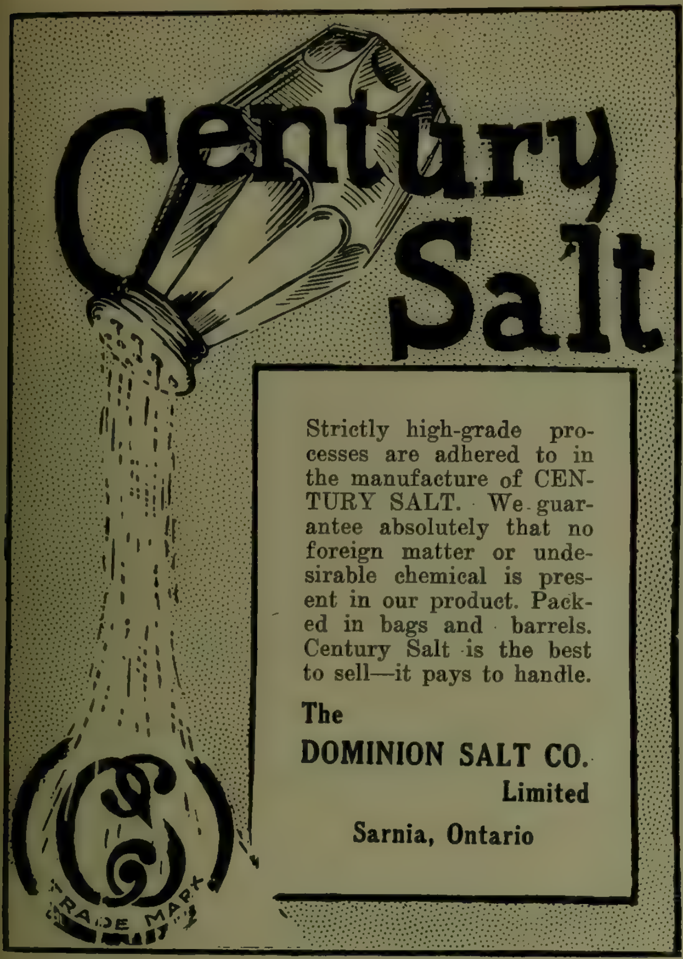
Remember also, that the STAR EGG CARRIERS you may have had for some time, can be made as good as new by equipping them with new STAR EGG CARRIER DIVISIONS at a very slight expense.

If you have not used STAR EGG CARRIERS AND TRAYS—ask the grocer who is using them. He'll quickly convince you of their economical and time-saving features.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier & Tray Mfg. Co.

1500 Jay St. - ROCHESTER, N. Y.



Strictly high-grade processes are adhered to in the manufacture of CENTURY SALT. We guarantee absolutely that no foreign matter or undesirable chemical is present in our product. Packed in bags and barrels. Century Salt is the best to sell—it pays to handle.

The
DOMINION SALT CO.
Limited
Sarnia, Ontario

Iced Coffee Weather

will soon be here. Are you prepared? Your customers will appreciate the FULL, RICH, REFRESHING AROMA of the Coffee—if you recommend "KIT" Coffee Essence. It is so easily made—and so quickly.

No boiling necessary when making "Iced Coffee" with "Kit"—Just crushed ice milk—and a spoonful or two of KIT COFFEE.

Ask for SAMPLE and advertising offer.

KIT COFFEE CO. Govan, Glasgaw

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver, B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO

There's One Striking Feature

about the various lines manufactured by A. W. Hugman, Limited, Montreal.

They Are All Top-Notch Quality

Red Rose Baking Powder
Red Rose Jellies
Red Rose Flavorings
Brodie's Cloudy Ammonia
Brodie's British Plate Powder
Brodie's Furniture Polish,

and

Hugman's Pure Spices.

Let Us Quote You.

A. W. Hugman, Limited
MONTREAL

BARBADOS GOLDEN SYRUP

There is something entirely different about this line, something that puts it undoubtedly in the lead. You cannot get a higher grade of molasses elsewhere.

PERFECTION

(Brand)

The syrupy goodness makes it urgent for you to procure some for your better class trade. Price is most reasonable.

Ask Your Wholesaler.

West India Co., Limited
MONTREAL

Personal Chat With You About Ourselves

From all parts of Canada have come appreciative letters from Canadian Grocer readers in regard to the Spring Sales Number issued in April. This big issue, together with our regular Fall Campaign number have long since come to be recognized as the best collections of practical articles for the dealer that have ever been published. With editorial representatives in the majority of the large cities, and with these going out through the country visiting some of the best stores, the Mac Lean Organization is in a position to secure the very best available material at first hand.

Extracts from some of the letters received are printed herewith; but in addition to these have come many personal references to the high standard of the practical articles in the last big issue.

MUST BRING RESULTS.

Editor Canadian Grocer,—Received your Spring Sales Number. The frontispiece certainly calls for a second look. The store hints on collections and general conduct are well worth a year's subscription. The issue is, generally speaking the best yet issued, and must bring results to a careful reader.

Hampton, N. B. T. G. BARNES & SON.

* * *

MANY EXCELLENT FEATURES.

Editor Canadian Grocer,—Your Spring Sales Number is an excellent one. The window display feature appeals to us as an admirable one, while the suggestions for store management, efficiency and stopping of leaks are all excellent.

St. Lambert, Que. GOODCHILD & CO.

* * *

BEST YET RECEIVED.

Canadian Grocer,—We have just gone through the Spring Sales Number of Canadian Grocer and are much pleased with it. We consider it the best number we have ever received both in reading matter and advertisements.

Lakefield, Ont. SPENCE & SONS.

* * *

GOOD ALL THROUGH.

Editor Canadian Grocer,—The Spring Sales Number is good all through. I like The Canadian Grocer. . . . It is good from cover to cover and I certainly hope it will continue so.

London, Ont. JAMES McKENZIE.

* * *

ON GOOD LIVE TOPICS.

Editor Canadian Grocer,—In my opinion your Spring Sales Number of 1913 is the best yet. Both the reading matter and ads. are excellent. Any grocer should get a lot of benefit from the suggestions and ideas in it as they are good live topics on the grocery trade.

Brantford, Ont. JOHN KEW.

ALWAYS AT THE FRONT.

Editor Canadian Grocer,—One of the first things that comes to my notice when I look through the Canadian Grocer is the aim to keep at the front. I appreciate the paper very much and let but a few articles escape my notice. Your big issues I think, are the very best that can be had. Your talks on 'Selling Power of the Dealer' are fine. Wishing your paper every success.

Brantford, Ont. WM. BAILEY.

* * *

MANY GOOD THINGS IN IT.

Editor Canadian Grocer,—There are so many good things in the Spring Sales Number of the Canadian Grocer that one hardly knows where to start; and in fact this applies to all of the regular issues of The Grocer. If grocers generally were to absorb the education offered them in the way of figuring profits, their net results at the end of the year would be very different. We also find the advertisements in the Spring Sales Issue interesting, and the articles on "quality" and "leaks" have appealed to us particularly.

Brandon, Man. SMITH & BURTON.

* * *

WORTH SUBSCRIPTION ALONE.

Editor Canadian Grocer,—It has been difficult for us to pick out the best points in your Spring Sales Number, so many have appealed to us. Probably the samples of book-keeping have proved the most helpful and we shall adopt Lewis' Invoice System as we think it an improvement on our present system. Then the cuts of so perfect grocery stores are an inspiration to improve your own style and methods. Such elegant stores leave you with the impression that there is a dignity in the business hitherto not thought of and a possibility for the future undreamed of in the past. Then those round table talks of methods, credits, etc., have given us new ideas. Altogether we think this number alone well worth the subscription price.

Acton, Ont. NELSON & CO.

You profit by selling your trade the very best

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A

ROYAL SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will apprecite Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

AIM FOR GREATER BUSINESS

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

BANNER L&B BRAND

Lindners Limited

340 Dufferin St., TORONTO
Phone Park 2985

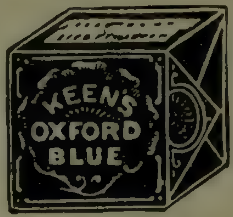
REPRESENTATIVES :

The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal

Western Office at Winnipeg

W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal — 30 Church Street, Toronto

Agents for the Dominion of Canada

PURITY AND QUALITY

There is no syrup to which more care is given in the making to guarantee purity and wholesomeness, than CROWN BRAND CORN SYRUP. It is made from finest selected white corn, is very nutritious and delicious. Can be used for all cooking or baking purposes. For table purposes it is unsurpassable, being very delicious with hot muffins, waffles, griddle cakes, etc.

VOLUME OF PROFIT

The purity and quick-selling qualities commanded by Crown Brand Corn Syrup make for it a volume of sales and with it comes a volume of profit. Leading dealers have found this out. Get in line to-day.

THE CANADA STARCH CO. Limited,

Manufacturers of the
EDWARDSBURG BRANDS
Works: Cardinal and Brantford, Ont.

Interior view of the store of A. Grenier in old Quebec city.

Making Every Customer Permanent Buyer

Methods Employed by Quebec City Grocer to Hold His Trade—Has Had 75 Per Cent. of His Customers Dealing With Him for Many Years—Various Ways of Increasing Business—Chairs Provided for Shoppers.

"I have little trouble in retaining my customers, and I am proud to say that fully 75 per cent. of my trade has been dealing with me for a goodly number of years. The reason that they like to deal here is because I have what they want when they want it, and because I treat my customers as I would like to be treated myself if I were on the other side of the counter." So said A. Grenier, a Quebec city grocer, in reply to the query of a Canadian Grocer representative as to how he built up his business.

Mr. Grenier's store is an ideal one, and is situated at 94 to 96 St. John Street, in historic Quebec. The photograph which is shown above gives some idea of its attractiveness.

Builds on Quality Basis.

In looking along the shelves in this store it is hard to find an article that is not advertised. Mr. Grenier says: "It is much easier to sell an advertised article, for the simple reason that the customer has some idea of the value of that article when she comes in here. It is a pleasure to sell only articles the quality of which you are dead sure is the very best obtainable.

"Of course, I sell a lot of goods that are not heavily advertised, but before stocking any unknown brand I investigate it thoroughly to see that the quality is good enough for me to recommend it. My customers have come to rely on me, and I cannot afford to send out shoddy goods, even if there is a little more profit in them. Any profit that you make in handling such goods is sacrificed in the long run."

Big Trade in Maple Products.

Being in the maple sugar producing centre, Mr. Grenier has developed a large business in this delicious product. He is an expert judge of maple products, and the goods he showed the writer were indeed of superfine quality. I ship maple syrup and sugar to England, Germany, United States and to our Canadian cities. My customers send to me every year for their supplies of maple syrup and sugar, and as a large number of them are well-to-do people, they often have me ship syrup and sugar to their friends in the Old Country. I am also buying 8,000 lbs. of maple syrup for a Toronto confectionery house."

Summer Resorts and Camping Trade.

A good portion of Mr. Grenier's business is derived from the supplying of the many summering places that abound along the shores of the St. Lawrence, and also exploring and camping parties. "I just received an order for $125 this morning, which shows that this trade is worth going after, and in the summer months we are kept on the jump looking after this department of our business," he said.

One Window For Confectionery.

"That window there is devoted entirely to the display of candies," said Mr. Grenier pointing to one of the windows facing on St. John Street. "Ever since last Christmas I have displayed nothing but chocolates, changing the arrangement a couple of times a week, with the result that my sales of chocolates have shown a marked increase." Mr. Grenier handles only two lines of chocolates, both of which are conceded to be of the very best on the market. He is very enthusiastic over the success of this department, which is certainly a credit to him.

Provides Comfortable Chairs.

Another commendable feature of the Grenier store is the comfortable chairs which are provided for its customers. In the foreground of the photo one of these comfortable chairs is to be seen. They are conducive to larger sales, as the customer is often loath to leave such a comfortable seat, and, while looking around the store, is sure to see some article that had been overlooked. This idea may be criticized, but the fact remains that in making the customer comfortable when in your store is the next thing to having her come a second time.

Another feature of this store is that every customer is personally welcomed by Mr. Grenier, who, although he has a large business, always has the time to chat with his customers. Mr. Grenier delegates the details of his business to his employees, and reserves his energies and knowledge for the promotion of the business and the welcoming of his customers, thus giving his own personality to the building up of the store's business; and the fact that customers rarely ever leave him is proof sufficient of the wisdom of this policy.

Is the Mice and Match Theory all a Myth

The Claim That Rats and Mice Gnaw Tips of Matches and Start Fires Contradicted—Reports of Experiments Made by Underwriters' Associations Refute the Old Theory—Rodents Would Rather Starve Than Touch the Matches.

Will rats and mice chew matches? Are fires ever caused in grocery stores in this way? Here are a couple of questions which the majority of us would, offhand, probably answer in the affirmative. But there are those who claim that rodents would starve before they would chew the modern match.

A few weeks ago The Canadian Grocer printed an item to the effect that a fire was started in a store from this cause. That, at any rate, was the report sent out; but a match manufacturer writes to say this is a popular fallacy and that such could not be the case. His letter and arguments follow.

The Editor, The Canadian Grocer:—"We noticed an item in a recent issue of Canadian Grocer about a 'Mouse Proof Match Safe,' and also reference to a fire which occurred in R. S. World & Son's store, Toronto, which it is claimed started from mice having chewed into a box of matches on one of the shelves.

"We enclose you herewith copy of two reports of experiments made by experts which show rodents will not gnaw modern matches. We thought this report would be of interest to you and also to the readers of The Canadian Grocer."

May be All a Myth.

Enclosed with above letter, came the two reports of experiments made and if these be true the stories about mice chewing matches must be a myth. One of these is reprinted herewith:

"Rapidly-growing interest in fire prevention has led to closer analysis of the causes of fires. It has long been popular to attribute blazes which could not be otherwise accounted for to the gnawing of matches by rats and mice. Nearly all fires which started in partitions or out-of-the-way places were easily explained in this way, and it is probable that many which were due to carelessness or to faulty or deteriorating electric wiring were charged up to the convenient rodent hazard.

"The proportion of fires accounted for in this way became so large that the attention of the fire prevention experts was attracted, and finally experiments were made which showed that the theory was merely a myth. Hundreds of rats and mice were starved to death, with matches as the only articles they could gnaw, and in not a single case was a match ignited nor could any evidence be traced on the matches of the teeth of the animals. These experiments, scientifically conducted by technical experts, show that ingredients are used in the modern match composition whose odor, fumes and taste, while not poisonous, are strongly repugnant and obnoxious to rats and mice, and rodents will starve to death before they will attempt to gnaw such chemical compounds.

How Tests Were Made.

"In order to determine this fact a series of experiments was recently conducted. A number of rats and mice were caught in wire traps, the traps being inspected daily. The animals caught were transferred to separate cages, with one in each, the four sides of the cages being composed of tile and the ends being made of wire. These cages were located in a safely-guarded place and each animal was kept a determined length of time without food or water. In each cage 150 thoroughly seasoned white parlor or double-dipped matches were then placed, with a small quantity of straw, the latter in order to facilitate evidence of fire in case of any ignition. No food or water was placed in the cages at any time. Exact records of the tests were kept, the universal result being that while the rodents lived from one to five days after the matches and straw had been placed in their cages, in no case was there any fire or even any signs of the match heads having been gnawed.

"During the present year A. H. Nuckolle, chemical engineer of the Underwriters' Laboratories, visited one of the leading match factories in order to conduct a series of chemical tests of the composition of the matches made, with a view to introducing the label system guaranteeing that they had been prepared in accordance with fire prevention regulations. Being deeply interested in the question of fire hazards, he repeated this test on rats and mice, with such changes as he saw fit to make as to details of the construction of the cages and other methods of rendering the test scientifically conclusive. He used not only phosphorous but also the very latest non-poisonous sesqui-sulphide matches, and the results fully corroborated the previous records. His report to the council of the Laboratories said: 'The results of the cutting tests show that types A, B and C are safeguarded sufficiently in respect to ignition by friction to make it difficult for a rat or mouse to ignite the composition by gnawing. The bulb of type D is practically non-ignitible by gnawing. It is considered improbable that a rat or mouse would gnaw the phosphorous tip which is highly irritating and poisonous to animal life.

"In consequence the fire protection experts hold that both rats and mice will starve in the presence of matches without attempting to eat the match composition or to gnaw the splints, and that there is no truth in the commonly accepted theory that rats and mice start fires with matches."

* * *

Editorial Note.—The above does not, however, dispute the claim that rodents sometimes knock matches from the shelves, the fall, due to friction, igniting them. If such is the case, it would seem advisable to have some sort of safe on the shelving for them. A couple of months ago an article in Canadian Grocer described one of these.

Veterans in the Grocery Trade

Number Five—Gordon B. Drake

London, Ont., Grocer Who Has Been Connected With the Trade as Clerk and Proprietor for Third of Century—But He Doesn't Look It—Outside Salesmanship Made Feature of—Lover of Horses and Has Four Fine Outfits For Delivery.

To look at the picture on this page, one would never suspect that the person whom it represents had been in the grocery business for 33 years.

Yet such is the case. Gordon B. Drake, located at the corner of Rectory and Hamilton Road, London, Ont., has been connected with the business for a third of a century—thirteen years for himself and twenty years as a clerk with others. He must therefore be considered a veteran even if his face belies it, but it must be stated that he joined the staff of a grocery store when he was rather young.

Mr. Drake is not a grocer who confines himself to advancement of his own welfare. He is a prominent association worker for the good of the trade in general, being president of the Hamilton Road Grocers' Association, a member of the London R.G.A. and of the Ontario R.G.A.. To all of these he gives a certain portion of his time maintaining that every grocer owes it to himself and to his life's calling to join an association and labor for its welfare.

No one can spend 30 or more years in the grocery trade and not devise some original methods to cover certain leaks or deficiencies or to hold trade. Mr. Drake is no exception. A few minutes conversation with him would bring out the fact to anyone that he is a live young and yet old member of the trade.

Selling the Outside Customer.

"Every grocer," he said to the writer recently, "who has a phone is up against the trouble of getting people into the store. Some of them in fact never do come, and we want more of their trade than what actual demand calls for over the phone, it is necessary to use some means of securing that extra business.

"As far as I'm concerned I feel that to get best results we have to get out among the customers and show them what we have to sell. I use a grip with samples, just as a commercial traveller does. Each week I make two trips over each route, take my grip along and show the samples, always being positive that the samples represent the goods in stock.

"It is my belief that the grocer himself should always takes these routes," added Mr. Drake. "When a clerk does this, one is always up against the possibility of him starting in business some day himself and taking part of this trade. If a clerk were a genial fellow who was well liked, the chances are he could take with him a majority of this outside business if he wanted to. Therefore I always do the outside work."

Doubles His Trade.

If it weren't for this outside selling Mr. Drake's annual turnover would be much less. He puts it at half. His $42,000 or more business last year, would he considers not have been much more than $20,000 had he not gone out after this extra trade.

GORDON B. DRAKE, London, Ont.
Although he doesn't look the part this retail grocer has been connected with the business for 33 years. Above photo was taken a couple of years ago.

Here then is a splendid example of the selling power of the man who comes face to face with the ultimate consumer. It illustrates the power a retailer may have who has the confidence of his customers and who makes it a point to sell them goods above their actual demands.

"That is the way I introduce new goods to these people who do not come to the store," he said. "As soon as I stock a new line I make it a point to get it into every household possible. It is almost impossible to sell a new brand of anything unless the customer can see it and at the same time hear what you have to say about it.

"Once every customer has this new line, repeat orders naturally come in, providing it has merits. In this way we are gradually working up a good trade for many articles by calling on customers with samples and demonstrating in their own homes the value of the goods.

Special Hours for Delivery.

The deliveries are made when Mr. Drake goes out after these outside orders. He takes one of his private buggies, but no goods except the samples. Deliveries are made systematically—at 9 and 11 in the morning and 2.30 and 5 o'clock in the afternoon, with an extra one on Saturday night at 9 o'clock. He has four wagons to look after his deliveries. These were built to his order, and certainly appear to be ideal for the purpose. The rear and front are both closed off so that no dust, mud or rain can possibly get at the goods inside, which are removed by means of side doors in the box.

A Lover of Horses.

When a man is fond of horse flesh —not, of course, from a dietary standpoint—he naturally has a fondness for good representatives of the equine family. This is one of Mr. Drake's hobbies, and has been for a good many years, so when his delivery wagons go out the entire outfits command attention, and are therefore splendid advertisements. His stables are modernly fitted up, with separate harness, harness-cleaning and bedding departments, and everything around in a neat and clean condition. System is used not only in the store, but is carried to the stables as well.

The Matter of Buying.

"If I were giving advice to a young man commencing in the grocery business," Mr. Drake remarked in answer to a question, "I would tell him to buy carefully, watch credit accounts and to keep the store clean. It has been my experience frequently that buying is sometimes done too freely in order to get a good price. One must remember that money should be kept on the move, and to do this the stock must turn often. Often too, merchants 'buy right' on many lines only to give the profits away by cutting prices."

Mr. Drake considers that lack of attention to accounts is one of the greatest leaks in the grocery store. His bookkeeping system is such that every customer's account is carried forward at time of each purchase, so that both he and the customer know the exact amount at all times.

(Continued on page 38.)

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, MAY 30, 1913

PARCEL POST BILL ANNOUNCED.

A bill to establish a Parcel Post system in Canada has been officially announced in print by Postmaster General Pelletier. This reached The Canadian Grocer on a modest little one-page sheet and is prominent from the absence of the information it gives. There is nothing in it to state whether a flat rate system for the entire country, a zone, or a C. O. D. system is to be established.

Read for yourself; here it is in its entirety:—

> His Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—
>
> 1. This Act may be cited as **The Parcel Post Act.**
>
> 2. A parcel post is hereby established and will be maintained in Canada for the conveyance of parcels of all kinds, including farm and factory products, except such articles as are or may be excluded under regulations prescribed by the Postmaster General.
>
> 3. No parcel to be carried by post shall exceed eleven pounds in weight, or be greater in size than seventy-two inches in length and girth combined.
>
> 4. All charges for the conveyance of parcels by post must be prepaid in postage stamps.
>
> 5. The rates of postage applicable to post parcels shall be determined by the Postmaster General, and all power which the Postmaster General now has with regard to mail matter are hereby vested in him for the parcel post system.
>
> 6. Under the authority of the Governor General in Council two officers may be appointed as inspectors and supervisors of the parcel post system, at salaries of two thousand eight hundred dollars on appointment, with an annual increase of one hundred dollars up to a maximum of three thousand five hundred dollars.
>
> 7. This Act shall come into force on a day to be fixed by proclamation of the Governor in Council.

The bill, which is known as No. 210, received its first reading on May 16.

The question which the trade should now know, is whether we will have the zone system or not. If we must have a Parcel Post, the zone system is the only one that will be at all fair to the retail trade. The Postmaster General has hinted that the trade will be protected. His father was a merchant and he is said to be familiar with commercial conditions. But, nevertheless, the federal member in every Canadian merchant's constituency should be at once notified that the zone rate plan is the only one that should be established.

THE HOLIDAY QUESTION.

Merchants will soon be facing the holiday problem again. It is well to deal with it early so that confusion later can be reduced to a minimum. A schedule should be drawn up, setting the date when each member of the staff, entitled to a holiday, is to secure same. It is then possible to so plan the work that the absence of any member on his holidays will interfere to the smallest extent with store routine.

In arranging the schedule, don't forget to put down a couple of weeks at least for that hard worked and frequently overlooked individual, the proprietor. Some merchants will work year in and year out without a holiday, chained to the premises by the belief that the business could not get along without them. This obsession is more or less common among members of the retail trades. But let a slave to the no-holiday rule break away once and he soon finds that the store can generally manage to get along without him for a few weeks; and, further, that the renewed vigor and enthusiasm which he brought back to the business after his holiday more than made up for any backwardness which had developed in his absence. Think it over.

OVERLOOKING GOOD LINES.

A traveler related an incident a short time ago that goes to show how some merchants overlook profitable and fast selling lines by not being courteous to the travelling salesman, and by passing him up without looking at his catalogues or samples. The traveller in question had been calling monthly for a period extending over a year on a retail hardware merchant who had always been too busy to see travellers and in many cases would not grant them interviews. At the end of the year the traveller was leaving the road and decided that he would call on this man and tell him a few things that might make him have a different feeling towards travelling salesmen, and which might make the path a little easier for other salesmen who might come in contact with the merchant later. Imagine his surprise on entering the store, when the merchant who would hardly recognize him for over a year, said:—"You carry a pocket knife, No. ———, do you not?"

"Yes," said the traveller. "It is one of our best sellers. I tried to show it to you a year ago, but you told me you were too busy to look at samples."

The merchant then produced a little memorandum book and quoted the numbers of various lines carried by this traveller. After getting the prices on each line, he placed a very nice order. The traveller was surprised at the greeting he had received, and he asked the dealer in a frank manner the reason for the sudden change in his demeanor.

"Well," said the merchant, "you sell Blank, the hardware man near Toronto, do you not?"

The traveller answered in the affirmative.

"Well," said the merchant, "he is a brother-in-law of mine. I was down to spend two days with him last week, and he was showing me the lines he had purchased from you."

The traveller then explained to the dealer that he would not have the opportunity of calling on him again, but that he hoped the merchant would be a little more courteous with travellers in the future than he had been with him in the past.

This merchant had for over a year been overlooking profitable lines that had been presented to him every month, and the incident goes to show that no merchant can afford to pass up a traveller without giving him an opportunity of showing his wares.

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ANALYZE THE BUSINESS.

Every merchant carrying more than one line of goods should analyze his business with a view to discovering the weak points. Having found these, the next thing is to strengthen or eliminate them. If trade conditions in the district are found to be such that a department ought to be lopped off, drop it and spend your energies in strengthening those that are profitable or which can be made profitable.

Judgment, foresight and a study into local conditions are necessary in making the change, but once it has been discovered that it will be in the interests of the business, it ought to go into effect at once.

In this issue, Henry Johnson, Jr., gives his opinion on this question in answer to an inquiry from an Ontario merchant who handles groceries and dry goods. This man has found in stocktaking that he carries a $3,200 stock of drygoods to do a $4,000 business, and $3,200 grocery stock to turn over $32,000 worth. He is studying the problem from the standpoint of the propriety of eliminating drygoods and turning all his energies to the grocery stock. Within nine miles is a large town with good dry goods houses. Should he give up the dry goods?

The advice is tendered that he do this. But apart from that, the article shows the necessity of analyzing the business regularly if the most is to be made from it. It should be carefully read.

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GOOD OUTLOOK FOR FRUITS.

The Fruit Division of the Department of Agriculture at Ottawa has sent out its first report on fruit crops of Canada as far as effect of weather conditions was concerned up to the middle of May.

It has been found, speaking generally, that the winter of 1912-13 was particularly favorable for both small fruits and tree fruits. The conditions for growth during the late summer and fall months of 1912 were excellent, except that growth continued too late for safety. Fortunately the weather of December, January and February was very mild. A severe sleet storm in March did some damage in the fruit districts of Ontario. Another most noticeable feature has been the early opening of spring. Most correspondents in Eastern Canada report the spring at least two weeks earlier than usual.

In Eastern Canada the weather during March, April and the first part of May has been all that could be desired, except that the majority of correspondents qualify their optimistic reports with the conditions that frost may intervene.

The weather reports for the last two months from British Columbia were, however, by no means so favorable. The winter frosts were much heavier than usual, sufficiently so to slightly injure the tenderest trees and varieties. Light frosts have injured apricots, peaches and cherries. In one or two districts plums are reported affected by the frosts of April 29.

In the Maritime Provinces trees have wintered well. More rain has fallen this spring than usual. The season is fully two weeks in advance of the average.

Many correspondents reported before the severe frosts of May 8, 9 and 10. Telegraphic reports from the chief tender fruit districts of Ontario would indicate that little injury was done except, perhaps, on the north shore of Lake Ontario, particularly between Toronto and Hamilton, and then only to small fruits, but it is safe to say that the full effects of such a frost cannot be fully estimated until some time has elapsed.

Upon the whole the weather conditions for fruit generally have been good, but it must not be forgotten that complications may arise any time between now and harvesting. This is particularly true, for instance, with reference to the cherry crop, which promised last year to be very large, but was seriously injured by excessive precipitation, especially in Eastern Ontario, between the growing and harvesting months.

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EDITORIAL NOTES.

Cool weather of the past month has retarded business.

* * *

Congratulations to E. D. Smith on his appointment to the Senate.

* * *

This is the season of year when sweeping powders will sell with little persuasion.

* * *

Pushing the fruit trade strongly will help greatly to get rid of the summer slump.

* * *

The claim is now made that mice do not gnaw matches. Come to think of it, we do not blame the mice.

* * *

May month is gone again, and if she doesn't behave better in the future, her visits will become unwelcome.

* * *

A holiday or two once a year seldom breaks a man, but it frequently prolongs life on this old sphere—and that's what the majority of us desire.

* * *

By analyzing departments, a merchant will find how many are paying. Read what Henry Johnson, Jr., has to say on this question on another page.

* * *

Although the first reading of a Parcel Post Bill has been given, it is not likely it will be put through this session. In the meantime town and country merchants should strengthen their position with their trade.

* * *

The following little story carries its own moral; Two brothers, Willie and Johnny, set up a lemonade stand the other day. A gentleman was their first patron. Willie's sign read: "Lemonade 4 cents a glass." Johnny's modest announcement was: "Lemonade 2 cents a glass." Being a man with an eye to the fact that "a penny saved is a penny earned," the customer bought a glass of Johnny's lemonade, paid two the cents due and casually enquired, "Why is yours cheaper than your brother's?" "Cos mine is the lemonade that the puppy fell into."

Getting Rid of the Lines That Do Not Pay

Answer to Inquiry As To Whether Dry Goods Should Be Eliminated Or Not—Turnover in Groceries Last Year Was $32,000 And in Dry Goods $4,000, But Same Amount of Stock Was Carried For Each—Suggestion Is Given That With Groceries Alone Better Business Could Be Done.

*By Henry Johnson, Jr.

Here is a new but exceedingly sane query:

——, Ont., May 5, 1913.

Mr. Johnson,
care Canadian Grocer.

Dear Sir,—I would like to ask your valued opinion on a certain subject. Last year (1912) our turnover was $36,000—$32,000 groceries and $4,000 dry goods. When we took stock we had $3,200 groceries and $3,200 dry goods, and we cannot reduce our dry goods stock and carry the line of staple articles necessary to do business.

I think if we devoted all our time to the grocery business we would still turn over $36,000 and have the $3,200 we now have tied up in dry goods invested in real estate or some other line.

What do you think about the plan? I think we are losing money.

This is the only dry goods store in town. However, we are only nine miles from Bigtown and a tractor car running every hour.

Perhaps you can suggest some other line more profitable, with less money tied up, we could handle with the grocery business. Thanking you for your trouble.

Yours very truly,
H. & I.

An Analysis Advisable.

This analysis is in line with modern scientific management ideas. The thought is to find what portions of our business do not pay and lop them off. Then find things that do not pay as they should and strengthen those. Expert analyses of factories everywhere have demonstrated that many concerns making six or sixty articles have been making big margins on 25 per cent. or so of their output; fair margins on 25 per cent. more; living, or self-sustaining margins on 25 per cent. more, and that the remaining 25 per cent. has been netting absolute loss.

Of course, the last bunch has been discarded or brought up to a paying basis, and the other weak portions have been made strong or scrapped. The result has generally been that the total net earnings have been greatly augmented.

The year 1895 was long before any stir along modern ‘‘scientific’’ lines was made; but among the pioneers in that kind of work, and surely a most wonderful exponent thereof, was a large oil concern. My own experience took me very close to those people, and observation set me thinking. At that time Johnson & Son was a ‘‘big’’ concern. We were carrying three distinct enterprises. We had a grocery business and bakery, which was the biggest in town, and an oil business, with a turnover of 4,000 barrels annually. We had nine or ten wagons in commission all the time, and in our stables were 13 to 15 horses. It was a nice aggregation, and I took pleasure and some pride in running it and contemplating the big figure we cut.

Absolute Knowledge Necessary.

In the winter of 1894-5 the roads were heavy. We used three big grey horses abreast on our biggest tank wagon. They made a handsome team as they snaked that wagon through the ruts. I pointed the rig out to an oil man one day, sort of ‘‘pointed with pride,’’ we might say. He agreed that the team looked fine, fit, well fed and handsome; but he added the question: ‘‘Can you make that kind of thing pay, peddling oil and gasolene from house to house?’’ I thought we could, and asserted that we did; but when I reflected over the incident, I asked myself whether I really KNEW anything about it.

As the business of handling oil was distinct and separate, the thing was not hard to check up, and I went after it. I was younger then than I am now, so I made many allowances and gave the oil business the benefit of many doubts which I should not now allow for a minute. Even so, however, I was faced —also phased—by the indubitable fact that the big wagon was running at a loss with three horses, and probably at a loss with two. The margin left was too narrow even for my sanguine disposition, so, after a struggle with my feelings, I determined to cut out that department. In thirty days it was owned by the oil concern, and the first lesson I learned directly was contained in their action in immediately shipping the big wagon out of town for use in a bigger field.

Bakery Was Discarded.

Having begun on the job of investigation and curtailment, I made a thorough task of it. I went into the bakery figures the same way—and discontinued that promptly. I did not sell out that equipment so speedily, but got rid of it in a few months for about half value. Thus we got right down to the one business we knew about—a grocery store, selling about $33,000 annually. We got rid of horses, rigs, barns—and worries. When the clean-up was completed, we had little left over, because things shrink like the mischief under such a process. But it was the best move I ever made.

During the succeeding five years the grocery business increased to only about $40,000; but during the next ten years it rapidly increased to $46,000, to $49,000, to $52,000, to $55,000, to $60,000. It now stands at between $76,000 and $82,000, with better days ahead.

But there were other advantages. The $33,000 business was a ‘‘cheap’’ store, based on prices and staples. We began to rebuild the business on better lines. We stocked some finer goods—20-30 prunes, glace fruits, olives, more cheeses, finer coffees, a wider range of fruits and vegetables. We increased the phone service and added to its efficiency. Today we do THE fine business of the city—and the net accumulations are many times the total capital invested in the former ‘‘big’’ business.

Would Dispose of Dry Goods.

As I size up my correspondent's situation, he is in much the same position so far as dry goods goes, as we were with oil and the bakery in 1895. He carries a line of ‘‘staple’’ dry goods. People get staples from him because they can buy those as cheaply as in Bigtown; but Bigtown gets the better trade, and will continue to get it, because he never can compete with Bigtown's really big stores. I question whether any amount of effort or capital would enable him to get any real profit out of dry goods, situated as he is.

Thus the thing for him to do is sell out the dry goods and put the money right into sound, marketable bonds. Let him choose those with great care—I can help him specifically if he wishes me to do so. Then he will be getting a sure, regular 4½ per cent. to 5 per cent. on that money, and have it where he can put his hand on it at any minute.

Develop the Grocery Trade.

Then what line to add? Add none whatever, but develop the grocery business. And why? Because with groceries he CAN develop such a business as will enable him to acceptably serve the best trade in his neighborhood and grow as the neighborhood grows. Having the start, having the established trade, having ample capital, he can add one line after another, feeling his way with the greatest conservatism, until he has a really fine grocery business. You see there is no condition in the grocery business that can hamper him as he is hampered in the dry goods line. He can stock 6 cans of fancy boned and skinned sardines almost as cheaply as he might stock a case thereof; and he should never buy the case until he NEEDS it. If he talks frankly to his jobber about what he plans to do, the jobber will help him in every way—will nurse him along, giving him best advice and every possible advantage in buying. He should stick closely to one jobber, too, to make it an object for that jobber to help him. He should also take that "tractor" very often himself to visit his jobber and to observe for himself just what is doing in Bigtown, so that he may be up-to-date all the time.

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*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

This is no game of price-cutting. It is no game of PRICE at all. Within reason he can get his own prices. He should and must get his prices, or he will miss just the best part of what he is after. He must work up the idea of QUALITY, CHARACTER, the RANGE OF STOCK. He must make his store the RELIABLE HEADQUARTERS of such goods as the best livers in his neighborhood will want and can be made to desire.

Five years of such work will work wonderful changes in his business. He will have forgotten all about dry goods, and he will be glad to have forgotten. He will know much more about groceries, and he will be the certain leader in food distribution in his town, which will then have grown into a much more important place—especially for him—than it is today.

I am satisfied of another thing. That is, that he will not sell or hypothecate nearly all of his bonds in the process; but he will become so attached to bonds as an elastic investment, a business insurance, that he will have some of them and accumulate more of them all the time.

Needless to say this change will be made with great care and judgment. The closing out of the old line may be made slowly, dropping one item after another, with a final "clean-up" sale at the end; or it may be made with a big hurrah and a clearing-out sale at the beginning. This decision must rest with him, and he must go about it with the greatest circumspection—though I am satisfied he is perfectly capable of doing that.

Further Statements on the Sugar Tariff

"Importer" Says He Did Not Overlook Withdrawal of Tariff Item 135 C—One Man States Refiners Have Been Hampered in Their Operations by British Preferential Tariff—Quotes Statistics to Show That British Preference Sugars Are Inadequate to Supply Our Demand.

The following letter from "Importer" deals with the new sugar tariff in reply to statements of a refiner which appeared in last week's issue:—

The Editor Canadian Grocer,—

Dear Sir:—We have noted the Refiners' remarks, in reference to our criticism of the recent tariff changes which you were good enough to publish in your last issue.

"We are not desirous of entering into any controversy on this subject, as we fully recognize the futility of same, but we would like to explain that we did not overlook the fact that item 135 C of the tariff had been cancelled, though to have entered too freely into a discussion of this subject, we felt would be trespassing too much on your valuable space. The privilege granted the refiners under this item was of comparatively recent institution, yet the fact that a small percentage of refined sugar could continue to be imported in face of it, only bears out our comparison of the amount of protection afforded to refiners. Doubtless the withdrawal of this concession (although for the Western beetroot refiners it extends till 1914) will be a deprivation, but we maintain that the recent tariff changes more than compensate refiners for its loss.

"Doubtless refiners may have suffered some temporary loss on what stocks they held to supply current demand, on which higher duties had been paid, but this will be amply offset by the increased protection they have received. On the other hand, according to the refiners own argument, do not importers suffer a loss on any contracts they made in advance, caused directly by the tariff reductions, for prices immediately declined 20c per 100 lbs.

"Should lower prices prevail here this year, in our humble opinion, it will be mainly owing to the world's abundant supplies, and consequently lower markets, rather than to the effect of any reduction in duties.

Yours, etc.,
IMPORTER,

Montreal, May 23, 1913.

Refiners Have Been Hampered.

In discussing the remarks made by "Importer in last week's Canadian Grocer, on the sugar tariff, one man stated that from his observation, refiners in this country have been more or less hampered in their operations by the restrictions of the British Preferential Tariff, on which account they have had to pay, to secure their supplies of raw sugar, prices that have been out of line with the world's values.

"True," he declared, "They have had the benefit of importation under Tariff Item 135 C, introduced as an amendment to the Tariff of 1907, permitting them to import 20 per cent. of their production in any one calendar year of non-preferential sugars at the preferential rates of duty. As indicated, however, this was confined to basis of refined production during the calendar year—January to December, which, of course, is a difficult thing to estimate and may be greater or less according to contingencies that might arise.

"This privilege is now taken away under the General Tariff. You understand, of course, that the Government returns are for the Fiscal Year ending March 31st, and it is shown that for previous Fiscal Year, 1911—1912, only 60,165,262 lbs., say 26,860 tons were imported under the combined Item 135 B & C—the former (135 B) being the pound for pound privilege of the beet sugar factories. These combined figures represent only 10.27 per cent. of the total importations for Fiscal Year ended March 31, 1912, while for the eleven months ending Feb. 31st, 1913, taken from latest blue book to hand, only 37,398,149 lbs. were entered for consumption in Canada under Tariff Items 135 B & C.

"When I tell you further that there were imported under General Tariff at full rates of duty for Fiscal Year ended March 31, 1912, of sugars for refining purposes, i.e., under 16 Dutch Standard, say 144,538,402 lbs., on which refiners paid full duty, while from the British West Indies and British Guiana together they were only able to import, say, 351,210,958 lbs, you will see that the supply of British Preferential Sugars is quite inadequate to our requirements; and I have reason to believe that in order to secure these quantities of British sugars, refiners had to pay abnormal values asked by West India exporters who have been fully alive to the strength of their position and have in practically every instance, sought to exact the full preference for themselves."

Association News

The Vancouver Retail Grocers' Association will hold its annual picnic on July 30 at Queen's Park, New Westminster. Several other associations will co-operate.

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The annual excursion of the Toronto Retail Grocers' Association will go by boat to Niagara Falls on July 16. This is the same date as the Hamilton Grocers' picnic to Niagara Falls, so that a great crowd is expected.

* * *

As announced last week the Ontario Retail Grocers' Association has established an Employment Bureau. Canadian Grocer had scarcely gone out to the Ontario trade when two applications reached Secretary Miller—one from an employer and the other from a clerk. Before Wednesday noon four more had come in. If merchants are desirous of securing an assistant, or clerks a position, they should communicate with Mr. Miller.

* * *

A Retail Merchants' Association has been organized in Armstrong, B.C., with the following officers:

President—F. C. Wolfenden.
Vice-Pres.—A. E. Morgan.
Sec.-Treas.—J. M. Freymuth
Directors.—W. J. Armstrong, A. Munro, J. Fraser, A. McPhail, F. Morgan, G. Murray, and W. E. Foreman.

President Martin and Secretary Rolston, of the Vernon, B.C. Association, were present and gave addresses.

* * *

The merchants of Brantford, Ont., have formed a Retail Merchants Association with the following officers:

Pres.—M. E. Long, furniture dealer.
1st. Vice-Pres.—W. J. Mellen, grocer.
2nd Vice-Pres.—A. L. Vanstone, grocer.
Secretary—J. M. Young, drygoods.
Treasurer—L. Wade, musical instruments.

At the time the officers were elected there was a membership roll of 76, but one of the organizers states it is now over 100 and is expected to reach 150 before the membership committee finish their work.

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Faith equals ability. One of the most essential things is to cultivate unbounded enthusiasm that can only come from the cultivation of belief, confidence and then faith in what you have to sell.

To T. A. McNAB, of St. John, Nfld., sole owner and manager of T. A. McNab Co., manufacturers' agents and commission merchants of that city. Mr. McNab was born in June 1, 1887, in Nova Scotia. He has been in business on his own account since 1905. Previous to that, from 1895 to 1897, he was Montreal salesman for Jos. Tetley & Co., of London, Eng. In 1897 he went to Mathewson Sons, as city representative and from that time till 1905 was sole representative for that firm in Montreal.

Letters to the Editor

Editor Canadian Grocer.—Kindly advise me at your earliest convenience as to whether the Canada Sugar Refining Co. are making Imperial and the St. Lawrence people making Beaver Granulated sugar, and if not, at what date they ceased making these brands.

GENERAL MERCHANT.
Providence Bay, Ont.

Editorial Note.—The Canada Sugar Refining Co. are not now making Imperial and have not been manufacturing it for some eight months. St. Lawrence Refineries are still manufacturing Beaver granulated.

* * *

Canadian Grocer.—Can you give us the name of the firm manufacturing pickles in St. John, N.B.

READER.
Toronto, Ont.

Editorial Note.—Thos. McCready & Co. is no doubt the name asked for.

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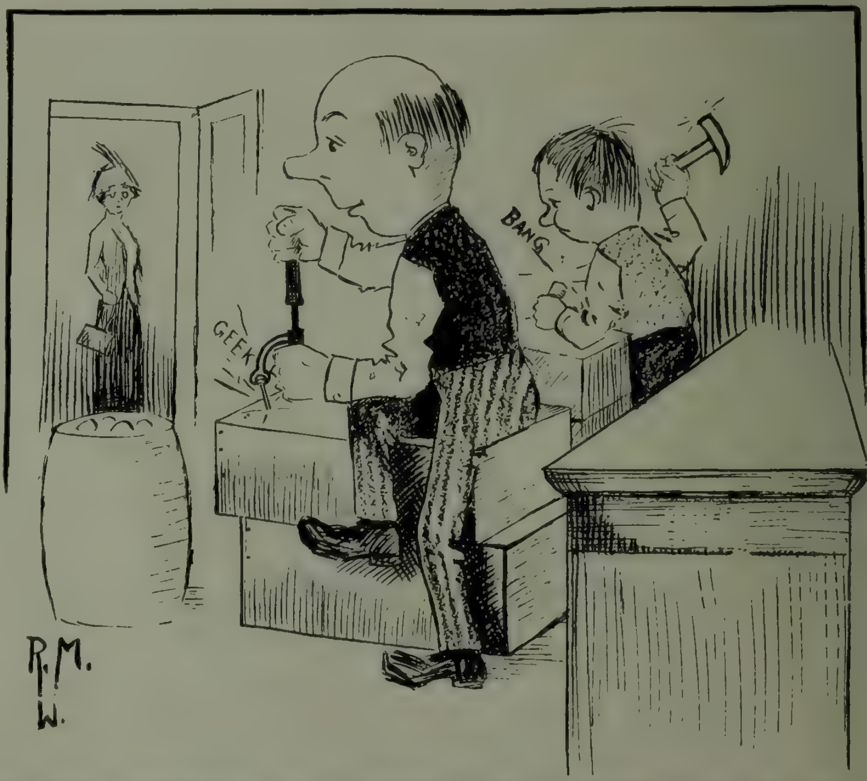
TO KEEP FISH FRESH.

George Lynch, representing Old Country interests, stated in Montreal last week that a fish preserving plant would be erected on the Atlantic Coast where fresh fish would be treated by such a process that it would not be necessary to use ice to keep them in good condition. The inventor claims that this process does away with the germ life in the fish which, he claims, causes the decomposition. After the treatment, he says, they can be kept fresh in any climate for at least 14 days without ice.

CARTOONS ON "WHY THE BUSINESS FAILED."



Our friends this week have taken to opening all sorts of packages in the front part of the store.

The Clerks' Page

By the Cub Reporter

EFFECT OF EARLY TRAINING.

Said an old man of eighty, whose career had been one of marked success: "It is a great thing for a boy to have a nail in his mother's old kitchen, and all the family were taught to respect it. If the broom were hung on Henry's nail it was quickly removed and nothing was allowed to interfere with the little orderly habit he had been so early taught, of hanging up his hat instead of throwing it down when he came in. It seemed a small matter, yet he felt it had done much in helping to make him an orderly, careful, systematic man.

CALL ATTENTION TO SPECIALS.

Some grocers occasionally or every day have certain "specials" to offer their customers, such as oranges, tomatoes, onions, etc., at attractive prices. Here is where the clerk can easily make many sales in such lines. Whenever a customer gives an order for groceries, it is the clerk's duty to tell her about the "special" for the day or week. This is good business for two reasons. It brings more trade to the store and at the same time shows the customer that the sales staff take an interest in her welfare by pointing out these attractive lines.

The clerk as well as the dealer should, however, be careful not to suggest these lines unless they are sure to be as good as the store's reputation. That might mean temporary gain but confidence would be lost, and later, business.

THE VALUE OF COURTESY.

"I attribute a great deal of my success in business to the fact that I am always courteous to my customers."

This was the statement recently made by A. T. Swift, grocer, Roncesvalles Ave., Toronto. He states further: "No matter what a customer gives me, whether money, a returned parcel, or simply some goods to be wrapped up, I always make it a rule to thank them for it. It is no effort whatever on my part and is certainly appreciated by them."

In his dealings with children, Mr. Swift always approaches with a most friendly and interested manner, and has often had parents tell him that their children like to come to his store. Situated as he is in a residential district, this immediately becomes an important factor in his business.

Making sure that customers are satisfied with their purchases and go away pleased with both the store and the clerks is a point to which Mr. Swift attaches much importance. Aggressive salesmanship, honesty regarding goods sold, and courtesy to everybody—upon these three hinges the success in many a store.

A PRIVATE COST MARK.

The Cub Reporter.—Will you kindly give me on your clerk's page, a list of words which can be used for private cost marks? How can the same be used to mark the selling price?

Victoria, B.C. **"Appreciation."**

Answer.—A word for this purpose must contain 10 letters—a letter for each figure as well as zero—and no letter can be repeated as:

C	U	M	B	E	R	L	A	N	D
1	2	3	4	5	6	7	8	9	0

Thus, if the invoice cost of an article were $1.00 a dozen, the cost mark would be C.D.D. It is, however, not always desirable to have a letter repeated. To overcome this, select another letter not in the word, (say X) to be used as a repeater. The above mark would then be C D X. An article costing 25 cents would be marked U E and so on. If the dealer desires to mark the selling price privately, he can do so with the same letters by drawing a line under the cost mark and placing the selling price beneath. If, for instance, the cost were 25c and the selling price 30 cents, the mark would be $\frac{\text{U E}}{\text{M D}}$. The following words and phrases could be used: black horse; cash profit; hard moneys; Vanderbilt; importance; handy girls; pay customer; gold watches, etc. When a word has been decided upon, changing prices into letters should be practised well before putting it into general use.

LENGTH OF CLERKS' HOURS.

In an address by Rev. J. K. Unsworth, of Vancouver, B.C., before the Retail Employes' Association, he pointed out that in British Columbia clerks were obliged to work from 51 to 64 hours a week whereas carpenters, printers, civic employes, etc., only from 44 to 48 hours. He made a strong plea for a weekly half holiday throughout the province so that retailers and clerks would be able to have a few hours for recreation and rest. Other speakers were Ald. Ramsay and Miss Jamieson. There were more than 500 present at the meeting and over 60 new members were enrolled. The Association hopes to bring pressure on the B. C. government to have it pass legislation making a half day a week compulsory.

OBSERVATIONS BY THE CUB REPORTER.

Keep an ear to the ground for dissatisfied customers.

Laziness travels so slowly that poverty soon overtakes him.—Franklin.

If a bird in the hand is worth two in the bush, then a good customer is worth two probables.

Remember that a soft answer turneth away wrath, and that the majority of your customers are women.

That the customer is always right, was Marshall Field's motto. Greatness, in the grocery business consists in service.

Elbert Hubbard, the Roycroft philosopher, commands us to live, laugh and love, and the two foremost may well be applied to the young man behind the counter—moderately speaking. The latter should be reserved for after hours.

Current News of the Week

Quebec.

H. Foisy & Cie, grocers, Montreal, have registered.

J. Nolin & Cie, grocers, St. Romuald, Que., have registered.

Canadian Extracts Co. is name of a new concern which has registered in Montreal.

H. Laporte, president of Laporte, Martin, Limited, Montreal, has just returned from a trip to Atlantic City.

Ontario.

T. E. Morrow, grocer, Jarvis, Ont., has sold out.

James Seymour, a Brockville, Ont., grocer, died recently.

M. A. Young, grocer, London, Ont., has disposed of his business.

Jno. Bremner, a general merchant at Beachville, Ont., died last week.

Hart Bros., grocers, Roncesvalles Avenue, Toronto, have sold to Darragh Bros.

R. Plant, grocer, Valleyfield, Ont., has opened up business in Summerstown Station.

Wm. Foster, grocer, Roncesvalles Avenue, Toronto, is enjoying a trip through Ireland.

R. Thompson, grocer and fruit dealer, Englehart, Ont., has opened a branch store in Larder Lake.

Mrs. E. Taylor, grocer, Queen Street, Chatham, Ont., is erecting a new brick grocery on the site of her former frame store.

Hugh Watt, formerly employed by Thos. Watson, grocer, of Grand Valley, Ont., has started into business for himself in Toronto.

D. W. Clark and W. C. Miller, Toronto grocers, were in Hamilton on Monday attending the opening of the new factory of MacLaren & Co.

The National Railway Association have opened a new double store in Fort William, Ont., at corner of Main and Cummings Streets. Mr. Smith, formerly with W. F. Hogarth, is the manager.

Mr. Davis, of Sombra, Ont., has purchased the grocery stock of Wm. Piggott, Wallaceburg, Ont. He is moving his Sombra stock to Wallaceburg, and will carry on business at the Piggott stand.

Fire from an unknown cause resulted in $1,500 damage at the O Pee Chee Gum factory, Saturday night, at St. Catharines. The blaze originated in the dryer room, where there had been no fire for some time.

AMERICAN CAN CO. CHANGE.

T. N. Anderson has succeeded C. H. Kilborn as Canadian Sales Manager of the American Can Co., in the Montreal office. Mr. Anderson has been with the company since its organization in 1901, previous to which time he was with the Norton Can Company. He has served in various departments of cost and auditing and has become an expert along these lines. He is still a young man, being under forty years of age and possesses those "winning ways" of the aggressive business man.

T. N. ANDERSON,
who has become Canadian Sales Manager of American Can Co.

The departure of Mr. Kilborn from Montreal and Canada will be greatly regretted by many friends. He goes to New York to look after a new specialty of the Company—The American Adding Machine.

At the last monthly meeting of the Ottawa Retail Grocers' Association the question of bad debts was discussed. It was decided that each member should turn in a list of bad debts, and that the secretary issue a complete list to each member.

Mrs. C. Madill, grocer, Toronto, has sold to H. B. Watt.

Innes Sutherland, grocer, Dundas, Ont., died last week.

Wm. York, grocer, Ottawa, is succeeded by R. E. Powell.

Frank Tate, grocer and flour and feed merchant, Lucknow, Ont., has sold to D. C. McMoran.

The formal opening of the new factory of MacLaren & Co., Hamilton, Ont., manufacturers of jelly powders, spices, etc., took place on Monday of this week. The doors were open to the public, and an orchestra supplied music for the occasion.

M. S. Glassco, of the head office of Glassco, Limited, Oakville, Ont., has gone West on business. He is of the opinion that the prospects are very bright for rapid improvement in the West, which is sure to feel the influx of a record immigration.

Because of the recent fire which destroyed the Trenton, Ont., plant of Dominion Canners, Ltd., the company will manufacture in the plant formerly operated by the Lakeport Canning Co. Dominion Canners, Ltd., will rebuild on the site of the burned factory.

The department store of Murphy Gamble, Ltd., Ottawa, have decided to give up their grocery department, which they have run since the addition to the store two years ago. The reason given is that the space can be used to better advantage with dry goods and house furnishings.

The establishment of a produce exchange in Toronto, with a call-board to which practically all produce interests in Ontario are eligible, is an important departure in that branch of the trade. In new quarters of its own, the exchange began its sessions this week, and on the call-board are to be placed offerings of cheese, butter and eggs by manufacturers and collectors at country points.

Western Canada.

R. E. Cleveland, grocer, Vancouver, B.C., has sold to Jno. MacDonald.

The factory of the Laurentia Milk Co. at Battleford, Sask., opened recently.

The Moose Grocery Co., Moose Jaw, Sask., are building in Swift Current.

The Board of Trade of Summerland, B.C., have arranged with Dominion Canners, Ltd., to erect a factory there.

Easier Prices Expected on Canned Salmon

Owing to This Being Year of Big Run—Dealers Advise Clearing Out of Stocks—Sugar Market Continues to Mark Time—No Speculative Interest Taken—Peppers Firming Up.

QUEBEC MARKETS.

Montreal, May 27.—Grocery markets have been affected by the unfavorable weather and trading consequently has been rather quiet. Week has seen a number of changes and new prices are as follows:

Cocoanut in bulk has advanced ½c per pound.

Ground cloves down 2c, selling at 24c per pound.

Canary seed is higher, having advanced 1½c to 8 to 9c per pound. The Balkans are the chief source of supply, and the recent war in that section has devastated the crops with the result that prices have been advanced, owing to scanty supplies.

"Singapore" canned pineapple have declined following the decline in market for raw pineapples. 2½ lb. tins are selling now for $2.50, while formerly price was $3.00; 2 lb. tins are now quoted at $2.00 per dozen instead of $2.40.

SUGAR.—Sugar market is marking time, hoping against hope that conditions will become more favorable as time slips by. Buyers are still holding off in anticipation of decline and are buying only from hand to mouth. New York market was a shade better early in week, but is weak at $4.15 for refined. British refined market has been declining so long that it has become more or less habitual. Beet sugar market is also declining and the raw sugars are low. Based on cost of raw sugar to-day some think refined prices should be lower, but there are so many factors that enter into sugar situation that outlook is puzzling, but general belief is that sugars will not go any higher as tendency is to lower prices. Stocks of sugars now in refiners hands are said to be heavy and increasing. This load must be rather burdensome under present money markets, but nearness of preserving season offers an outlet for this surplus, and this may have effect of strengthening prices. Sugar market will be more or less unsettled until the sugar tariff proposals in U.S. are definitely settled. Refined sugar is quoted at $4.30 here.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Orystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Molasses situation is practically same as last week, buyers and sellers are still of different opinions and hold firmly to stands they have respectively taken. Wholesale Grocer's Guild which announced the new lists on molasses last week are endeavoring to raise price two cents per gallon all round, and one firm has already put this advance into effect, but it is not general. Doubts are expressed if advance will be maintained. However, as stated last week, opening prices were low when compared with cost of molasses to arrive to-day and surprise was expressed that jobbing price should be so low.

News has just come to hand that Barbadoes Fancy has been offered at a sharp decline, but it appears to be an isolated case of cold feet or else the shipper making the offering is in need of money and is making the offer in order to liquidate. The Barbadoes market, however, is claimed to be easier and prices are being shaded. As this news has just come to hand it is hard to say what effect will be or whether it is going to effect general market in Barbadoes. It is possible that money stringency and coming of German settlement on June 30 will develop some interesting happenings in next few weeks.

Barbados molasses in	For Island of Montreal.		Outside Points.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 39	0 37	0 37	0 35
Barrels	0 42	0 40	0 40	0 38
Half barrels	0 44	0 42	0 42	0 40

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

New Orleans	0 25	0 28
Antigua	0 32	0 33
Porto Rico	....	0 40

SYRUPS.—Demand for syrup in Montreal and Eastern Canada is showing a healthy increase each year. Prices are unchanged.

Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Dried fruit market is dull and uninteresting with prices steady. There is little to influence prices at present, as green fruits are popular and fairly cheap.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 06½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	[illegible]
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned..	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats....	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 13
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—New crop of Japans and Chinas is arriving and the sample is excellent quality. Demand for this new crop is promising and prices firm.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—Weakness reported in the coffee market last week has culminated in reduction to go into effect on June 2.

All grades of Maracaibo, Jamaica, and Santos coffees will be reduced a full cent per pound. Rio coffee of all grades will be reduced a full cent per pound. Other coffees remain same. Reduction is discounting new crop in South America which will come to hand early in July. Valorization scheme is unpopular and it is doubtful if it will be put into operation again this year and it is this fear that has been one of the underlying causes for reduction.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICES.—Prices are being maintained under good demand. Demand from city is improving and with canning season coming along, trade will be good for some little time to come. Collections are much better. Peppers are firm and cloves have a strong upward tendency due to shortage in Zanzibar crop.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Rice and tapioca market is quiet under a steady demand that maintains prices at present levels. Demand for rice is steady.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Marbot Walnuts have advanced a half cent and are now selling at 13½ to 14½c per lb. Brazils have also advanced ½c to new level of 16 to 17c. Filberts are higher at 11 to 13c. Pecan nuts are higher, selling at 18 to 20c. Demand for nuts is quiet with exception of peanuts which shows a healthy increase. Confectioners are buying more liberally owing to greater sale of confectionery at this season.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13½	0 14½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08½
Coon, roasted	....	0 08
Diamond G, roasted	....	0 09
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12
Virginia No. 1	....	0 13
Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

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A DROP IN MOLASSES.

Just as Canadian Grocer was going to press on Wednesday afternoon, a wire from our Montreal office stated that fancy Barbadoes molasses had dropped to 34½c, several sales having been made at that figure.

ONTARIO MARKETS.

POINTERS:—

Sugar—Marking time.

Coffees—Tending to weakness.

Peppers—Advancing on primary market.

Nuts—Scarce and high.

Salmon—Easing off.

Toronto, May 28.—After dullness, which for some time has been prevailing in general grocery trade, dealers welcome warmer weather and prospects for heavier volume of business. Trade this week has taken on much brisker tone, and gives every indication of becoming better, as stocks in retailers' hands have become low owing to holding off on account of money stringency.

Collections, too, show a marked improvement with some firms. Others, however, consider conditions bad enough yet, and claim that tightness shows little sign of letting up. Situation on the whole, however, is brighter than for some time.

SUGAR.—Sugar market appears decidedly a waiting market. Generally buying has been pretty much on a hand-to-mouth basis both on part of wholesalers and retailers, as none seem confident enough as to what future will be to lay in any supply. However, there is a fair consumptive demand, which will undoubtedly be increased materially with better weather and preserving season coming on.

Rain in Cuba has of late been quite general, causing general interruption to work and corresponding firmness in market. One or two large transactions in raws have taken place, and at a slight fractional advance, showing rather a firmer feeling in that market.

Some irregularity in prices of refined has been felt on other side, but almost all refiners are now getting up to a $4.20 or even $4.25 basis. Sugar, though now claimed to be at a reasonable basis, has not caused heavy buying, and should the weather suddenly improve it is thought that demand will make firmer prices and permit of some of the losses claimed by refiners to be repaired. Year ago extra granulated in bags sold on Toronto market at $5.45, as compared with $4.40 to-day, a difference of $1.05 per cwt.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUP AND MOLASSES.—Continuance on part of molasses manufacturers to refuse to book orders for delivery after June 30 would indicate prolonged firmness of situation. Advances before that date are not now anticipated, but dealers are fairly confident that firmer prices will be realized.

Corn syrups continue in fairly heavy demand, considering lateness of season. Prices hold unchanged.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS.—For some months report has had it that Valencia raisins are played out in Spain. Sales of these made from London market during past week would tend to fully corroborate this report. Market continues firm, with strong advancing tendency, so that prices for next season will likely rule higher.

Growers' Association in California, gaining control of situation, is likely to have effect of forcing up prices on almost all California fruits. Crop conditions generally are reported as fairly satisfactory, but should this association gain control, it is stated that prices for coming season will show general advance.

Currants, too, are likely to be firm and higher owing to neglected conditions of crops in Greece as result of war.

Locally dried fruits are getting pretty well cleaned up, especially stocks of prunes, apricots, peaches and raisins, foremost of which are now reduced, so that only small sizes are left.

Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	....	0 08

Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09¼
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—London market is shade easier this week owing to quality going off. Weather conditions have now begun to effect crop, so that next week's market is likely to be even easier yet.

May sale at Colombo showed firm market owing to heavy buying from Australia. Green grades were scarce and strong, and common grades, though not so markedly effected, were also inclined in same direction.

COFFEE.—South American coffees all incline to be somewhat weaker this week. Good washed varieties have not gone down any, but tendency is towards weakness. New crops will be coming along in another month. Up to present Brazil holders have been very firm in ideas of price, and New York dealers think prices low, and would like to see an advance. Since that report, however, this drop in Santos has taken place, so that now dealers look for firm maintenance of present prices.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maracaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—On primary market peppers have advanced about ½c. Should further advances be made, local market is likely to be affected also. Cloves are still high, with little sign of easing off until fall. Ginger and cassia are cheap at present level, but are likely to go up later in season. Cream tartar continues firm.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Rangoon rices are now claimed to be cheaper than for some time. Fancy American grades hold firm and show tendency to climb upward. Tapioca shows slightly greater firmness than week ago but still continues easy.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05½	0 06
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05½
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Spot stocks of shelled almonds are scarce, so that greater firmness is likely to prevail. American peanuts advanced recently on primary market and show corresponding firmness here, but without change in price. Jumbos are expected to go up here shortly. Walnuts are in fairly plentiful supply. Trading except for peanuts is almost all in shelled varieties.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 16	0 17
Brazils	0 13	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	....	0 25
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

CANNED GOODS.

Toronto, May 28.—Stocks of corn are claimed by some dealers to have now reached so low a level that they are likely to be all used up even before new pack comes in. Peas and tomatoes, too, are beginning to show signs of a possible wind up. Fruits are in such plentiful supply that there will likely be some held over till next season.

Prices on salmon are likely to be much easier owing to this being year of big run, and wholesalers advise a general cleaning up of stocks before coming of new pack.

Lobsters are high and scarce, and shrimps unobtainable. Market will likely be devoid of both before end of summer.

Judging from present outlook asparagus crop in California promises to be a short one, so that firmness is expected to prevail on that market.

MANITOBA MARKETS.

POINTERS,—

Prunes ⅞ to ½c up.
Santos Coffee—1 to 2c up.

Winnipeg, May 27.—There is a better feeling in business circles in Winnipeg, although should cold, backward weather be of longer continuance, there will be cause for uneasiness. For one thing, collections have improved and freer movement of money will have a most beneficial effect.

There is no doubt that tightness of money has benefited the West as a whole, for it has cut down what was little short of a craze for real estate speculation. Sooner great bulk of real estate 'boomsters' who have preyed on community for last two years with get-rich-quick propositions are out of business and are at some useful occupation, better it will be for country as a whole.

Industrial situation is satisfactory. The crop outlook should as yet cause no uneasiness. Immigration is pouring in and there has never been a real lack of money for legitimate enterprise.

It is true that retail merchants have been conservative in ordering as wholesalers have been in selling, but in ordinary business circles there has been at no time any scare. Blue ruin talk has been from the subdivision mongers and they are likely to have little to do but take in each others washing for a while.

Important changes in prices of coffee, prunes and cereals will be found in the lists.

SUGAR.—Since last review sugar is steady and unchanged. There is a good demand with supplies ample. Sugar market is, however, in an unsettled state, owing to various conflicting influences.

Extra standard granulated, per bbl	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75
Sugar in sacks, 5 cents less.	

SYRUPS—

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—As intimated last week in Grocer, prunes of the larger sizes have had a sharp advance. Bulge took place in California two weeks ago. There is a strong suspicion of a corner rather than a scarcity and if such is the case higher prices are coming.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 1s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06⅝
50-60s, 25s, s.p.	....	0 07½
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS.—Recent declines in Rios have as a natural sequence been followed by decline in Santos. But further declines are not probable. Coffee crop, at present in growth stages, is not up to average. Visible supply is not large and valorization committee has a pretty firm hold of situation. A decline of 2 cents on green and 1 cent on roasted Santos will, however, be welcome to the trade.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 17
Roasted Santos	....	0 23
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Serious damage to the French almond crop is reported and prices in Europe have advanced 10 per cent. Something of a speculative fever is apparent in Palermo and Hamburg. It is pretty safe to predict high priced almonds this fall. Local trade in nuts is quiet.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 12¼
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

NOVA SCOTIA MARKETS.

By Wire.

Halifax, May 27.—Butter is scarce on local market and price firm. Dealers do not expect any cheap butter on local market this year. Eggs are in good supply and price is unchanged. There is better demand for potatoes. Island stock is selling at 55c and Nova Scotia at 65c per bushel. Sales of Bermuda onions are heavy. There is improved demand for canned fruit and vegetables. Oranges are scarce and high. Dealers also report increased sales of sugar at lower prices. Pork products are high and may advance further.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Bananas, per lb.	....	0 03¾
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	0 15	0 15½
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 17
Flour, Ontario, 90 per cent.	5 25	5 35
Flour, Manitoba best, per bbl.	....	6 15
Grapefruit, per case	....	3 50
Hams, per lb.	....	0 20
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Oranges, Florida, per case	....	5 50
Oranges, navel, per case	....	5 25
Pork, American clear, per bbl.	....	27 00
Potatoes, per bag	...	1 50
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 00

NEW BRUNSWICK MARKETS.

By Wire.

St. John, May 27.—Market is quiet, with few changes. Most staples are dull. Business is fairly good and collections fair. Dealers did a good holiday trade. Local dealers observed 24th Saturday, and many other places Monday. Opinion now seems to be for lower sugar during summer. It is not known when, but it is certain not to be higher. All stocks of Barbadoes molasses are said to be about bought up. Trend of market is higher. No change has yet been made, but market will be likely no lower. Local supply is only average. Yellow eye beans are very scarce, and have advanced to $3.30 to $3.35. Better quality hard to get here. Pork and beef are still scarce. Potatoes are plentiful and low in price. Eggs are little dearer.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 30	3 35
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12¼	0 12½
Cheese, new, lb.	0 13	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 55
Cornmeal, bags	....	1 35
Cornmeal, bbls.	....	2 75
Eggs, hennery	0 19	0 20
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

◆

FRUIT MAN GOES TO SENATE.

E. D. SMITH, WINONA, ONT.,
who has just been appointed to the Senate of Canada.

E. D. Smith, fruit grower and preserver, Winona, Ont., has been appointed with three other Ontario men, a member of Canada's Senate. Mr. Smith is a figure familiar to many, not only in his native district, but throughout Canada. He was born Dec. 8, 1853 at Winona; has been a fruit grower since 1873; a fruit dealer and nurseryman since 1882; a jam manufacturer since 1904 and a canner since 1906. He is an ex-member of Parliament.

Following items are from Canadian Grocer of June 2, 1893:—

> "A. F. MacLaren, the cheese manufacturer, of Stratford, Ont., will be banqueted by the business community before leaving for Windsor."

Editorial Note.—Mr. MacLaren was the man who originated MacLaren's cheese and who is now at the head of the Laurentia Milk Co., manufacturers of homogenized milk.

* * *

> "The berry and small fruit season is now close at hand, and all wholesalers anticipate an increased demand for sugar which generally follows this."

Editorial Note.—This little reminder published in Canadian Grocer 20 years ago is very suitable for to-day. Sugar sales will soon begin to increase.

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VETERANS IN THE GROCERY TRADE.

(Continued from page 27.)

One little method he has adopted brings him considerable new business. He always keeps on hand in a separate compartment enough money in small bills to change any-sized bank note that might be presented. "People know this," he stated, "and if they have a large bill to be broken up they are sure of getting it changed here; the majority feel they are indebted to us and usually make a purchase. Some of these casual customers often become regulars."

Mr. Drake is, of course, a reader of The Canadian Grocer, and finds it very useful with its selling ideas and methods. "I maintain, and have frequently told the members of our association," he remarked, "that every grocer should read it. There are always suggestions in it that none of us should miss."

◆

Every man has at his disposal hundreds of illustrations in his own life from his early school days to last week where he succeeded in doing things which shortly before he looked upon with doubt. It was easy after it was over.

FLOUR & CEREAL DEPARTMENT

Dealers Not So Sure of Flour Advancing

Situation Would Appear Even Stronger Than Ever—Long Delay Now Making Advance Doubtful—Millers Hesitate to Put Up Price, Thinking Firmness May Not Be Maintained—Export Demand For Rolled Oats on Increase.

Owing to long looked for advance in flour never having materialized, millers are inclined to retreat from their firm stand held during past three weeks, and doubt whether market is going up at all. Though wheat is again up, quotations on May wheat in Winnipeg on Tuesday being 97⅛ as compared with 93⅞ of a week ago, this would appear to be only a fluctuation previous to May market closing. July wheat is, however, close behind. being sold on same date at 96c, only 1⅛c lower.

From all appearances it must be judged that millers have bought up all wheat necessary at lower prices, and that only reason for not now advancing flour is the fear that market may not hold, and that they would have to make corresponding decline later.

Most of visible supply of wheat in country is supposed to be sold for export, but there is no way of telling what millers may be holding in private elevators.

Aid to wheat market here has been coming from States, as many rumors have been received to effect that much damage has been done winter wheat there, especially in Kansas and Oklahoma, two of the largest producing States.

Year ago first patents Manitoba wheat flour were selling in Toronto at $5.70, an advance of 30c per cwt. over present prices. Taking this also into consideration, a good firm market may be expected.

Receipts of flour on Montreal market for the week were 64,555 sacks, as compared with 47,704 sacks for same week of last year. Exports for the week were 85,549 sacks, as against 52,711 sacks for corresponding week of year ago.

MONTREAL.

FLOUR.—Flour market is firm, even though demand is rather quiet. This is owing to increased price of wheat, but no advances are anticipated at present. Last week prices were shaded on some grades, but this week are firm. The demand for export is limited, although large number of inquiries have been received.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—There is no change in price of cereals this week, and situation is practically identical with that of week ago. Trade is quiet and prices are firm, is only way to describe market.

Receipts of rolled oats for week were 500 sacks, as compared with 11,940 for corresponding week of year ago. Exports of rolled oats for week were 1,400 sacks and 1,525 cases, as against 3,100 sacks and 4,450 cases for same week of last year.

Rolled oats, in 25 sack lots	....	2 05
Rolled oats, in single bag lots	....	2 18
Rolled oats, in bbls.	4 35	4 60
Standard oatmeal, in single bag lots......	2 26	2 38
Granulated oatmeal, in single bag lots....	2 26	2 38
Fine oatmeal, in single bag lots	2 26	2 38
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Mill feed market is steady under decline of last week, and there is very little improvement in situation. Heavy stocks are moving sluggishly, and at present rate of trading will last for some time. However, millers are hoping that conditions will brighten, and that heavy stocks will soon be back to normal. Prices are weak, and several sales of bran have been reported at $16 and others at $16.50, but ruling price is $17.

Bran, in car lots, per ton	16 00	17 00
Shorts, in car lots, per ton..................	....	19 00
Middlings, in car lots, per ton.............	....	21 00
Wheat moulee, per ton	....	23 00

TORONTO.

FLOUR.—General feeling amongst millers appears to be one of fear to put up prices on flour lest market should not hold at higher level, and owing to guaranteeing market difficulty should be experienced later.

Situation is, however, even stronger than last week, and if mills decide to change prices, move will almost undoubtedly be upward. With mill feeds dull, even at $17 and $19 basis, and with wheat steadily mounting upward, an advance on flour would, from the millers' standpoint, appear quite justified.

From Toronto exporting is nil. At one time on Tuesday there was a difference of 7c between Minneapolis and Winnipeg on wheat in favor of the former, which puts both Toronto and Winnipeg completely out of line on flour and wheat alike.

Should wheat continue to hold up after end of month, it would now appear likely that an advance would be made, but dealers are not so sure of position this week, and are somewhat inclined to look for strong, steady market.

Manitoba Wheat.

1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—Mills are all beginning to receive inquiries for export business in rolled oats. Oat market in States is now going up to such a height that shortly millers there should be out of line. Oat market here, too, is about 1c stronger than week ago, so that with increased inquiry and a strong primary market prospects are for greater firmness in rolled oats. No advance is anticipated immediately, however, owing to lateness of season.

Rolled oats, small lots, 90 lb. sacks......	2 10	2 15
Rolled oats, 25 bags to car lots...........	2 00	2 07½
Standard and granulated oatmeal, 98-lb. sk., small lots	....	2 35
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 85
Rolled wheat, 5 barrel to car lots	....	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Even at low level reached last week on mill feeds, market is dull and lifeless. There are some reports of even further shading of prices, but these have not been confirmed. Market, however, is weak, and should an advance be made on flour even a further decline would not be surprising.

Bran, in car lots, per ton	17 00	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton............	21 00	23 00
Wheat moulee, in car lots, per ton......	23 00	25 00

Fruit and Vegetable Dept.

Pines are Easier; Lemons Tending Upward

Marked Slump on Primary Banana Market—Tomatoes Show Fine Quality and Tend to Ease Off Gradually—More Favorable Weather Expected to Put up Prices on Imported Lines.

MONTREAL.

GREEN FRUITS.—Fruit market is inclined to be dull as weather and holiday interruption are unfavorable to business. Prices have fluctuated considerably during past week. Lemons and oranges are higher, owing to scarce supplies resulting from the frosts in California early in year.

Bananas are easier this week, selling as low as $1.75 to $2.50 with a tendency to lower prices. While crop conditions in South fully warrant present prices and even higher prices, it is not thought that prices will advance, but rather that they will be lower owing to poor trading and fact that Jamaica crop will soon be at hand. "The advent of Jamaica bananas will break the market and lower prices will prevail. It will be a very difficult matter to raise the price again after once the market is broken," is the way one importer put it.

A car load of California cherries arrived on Monday, and will sell around $2.25 to $2.50 per box which is more within reach of average dealer. Florida limes are in and are selling at $2.00 per box, which is rather high even for this season. Watermelons are arriving in car lots from Florida and are commanding record figures. Dealers are paying 60 to 65c per melon and retailing them at 5c per pound. Canteloupes are coming in small lots and commanding high prices. Pines are very plentiful and selling well at $2.50 to $2.75 per case. Retailers are pushing sale of pines very energetically, retailing them at from 2 for a quarter to as high as 17c each, according to quality. Strawberries are selling at various prices according to quality with range 10 to 20c per quart.

Apples—		
Ben Davis XXX.	....	4 50
Spies, first grade, per barrel	5 50	6 50
Spies, second grade, per barrel	....	5 50
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Bananas, crated	1 75	2 50
Cherries, California, 7-lb. box	....	2 50
Cocoanuts, per bag	....	5 00
Cranberries	11 50	13 00
Grape fruit, Florida, case	4 25	4 50
Grape fruit, Cuban	2 75	3 50
Lemons	....	4 50
Limes, Florida, per box	....	2 00
Oranges, California navels	4 75	5 50
Oranges, Sorento	3 75	4 25
Oranges, Valencias	5 50	6 00
Pineapples, Havana	2 50	2 75
Strawberries, per quart	0 10	0 20

VEGETABLES. — Vegetable market made few price changes during past week. Green beans are cheaper at $3.00 per hamper and wax beans are also lower, selling at $3.50 per hamper. Green peppers are coming in small baskets and are selling at 50c per basket. Egyptian onions are ¼c cheaper at 2¼c per lb. Rhubarb is cheap and plentiful. Potatoes are easy, owing to competition with new potatoes. Cabbages and beans are very plentiful this week.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	3 50
Beans, green, per hamper	....	3 00
Beets, new, per doz. bunches	....	1 50
Beets, old, per bag	....	1 00
Cabbage, new, crate of 4 to 5 doz.	....	2 25
Cabbage, per bbl. of 3 doz.	1 00	1 25
Carrots, new, per doz. bunches	....	0 75
Carrots, old, per bag	....	1 25
Cauliflower, hothouse, per basket	....	3 00
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Cucumbers, per doz.	1 75	2 00
Cucumbers, per basket	....	3 50
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	1 25
Lettuce, Boston, crate of 2 doz.	....	2 25
Lettuce, curly, crate of 4 doz.	....	3 00
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Canadian red, per lb.	0 01½	0 01¾
Egyptian, per lb.	....	0 02¼
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, small basket	....	0 50
Potatoes—		
Bermuda, new, per bbl.	....	7 50
Green Mountains, car lots, bag	0 60	0 62½
Quebec grades, car lots, bag	0 50	0 55
Quebec grades, small lots, bag	0 85	0 90
Sweet potatoes, basket	....	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	....	4 00
Turnips, per bag	....	1 25
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Pineapples have dropped another 25c and are now quoted at $2.50 and $2.75 per case. Cuba is now pretty well through shipping and though Florida pines are being offered, as yet they have not been placed on this market, though both Hamilton and Ottawa are importing. Brokers look for Toronto to start in another week as sizes quality and prices are all quite desirable.

Strawberries now being sold are Baltimore home-grown. These come in large boxes, and fine sizes. Better quality fruit than that hitherto received is early expected.

Spies are almost unobtainable at any price, and other varieties of apples, though still on, are practically done.

California cherries have dropped 50 cents, and are expected to experience even further declines. Early in week $3 was top price paid but market stiffened temporarily to $3.50.

Lemon situation is very firm. Verdelli lemons will be in by about June 10, and high prices are expected, $5 or $6 per case being present anticipation.

On oranges, prices though now high, would likely be greatly advanced by more favorable weather. Navels are about done, just an odd car now arriving. California Valencias are arriving in splendid condition. Reports from South state that desirable sizes are likely to be scarce; that saleable sizes will be very high, but that there will be a large quantity which will have to sell at whatever they will bring. Crop is expected to be all shipped by middle August or September.

Marked slump took place in bananas on primary market this week owing to unfavorable weather conditions. Supplies however are not heavy and with heavy demand all through Eastern States an early advance and strong markets throughout all June are expected. With warm weather prices according to one broker, would go up out of sight.

Watermelons are expected within next week.

Apples—		
Spies, first grade, per bbl.	4 00	5 00
Spies, second grade, per bbl.	3 00	4 00
Russets, No. 1, per barrel	3 25	3 50
Russets, No. 2, per barrel	2 75	3 00
Baldwins, per bbl.	3 50	4 00
Fancy imported, box	....	2 50
Bananas, per bunch	1 75	2 25
Cherries, California, 11 and 33 rowed bxs.	....	3 50
Cocoanuts, per sack of 80	5 00	5 50
Grapefruit, Florida, sizes 54, 64 and 80, case	4 00	5 00
Grapefruit, Cuban, all sizes, per case	3 50	4 50
Lemons, Messina	4 00	4 50
Limes, per box of 100	....	1 50
Oranges, California Valencias	5 50	6 25
Oranges, Valencia, ordinary, 420s, case	....	6 50
Oranges, California navels, case	4 50	5 00
Pineapples, case of 24, 30, or 36	2 50	2 75
Strawberries, Baltimore, quart	0 12	0 16

VEGETABLES.—A number of price changes have been made, and mostly downward. Egyptian onions have dropped 25c per sack, peppers about $1 per hpr., new potatoes, Bermudas, 50c per hpr., and Floridas 75c per bbl. Tomatoes are easier by half a dollar, and are likely to ease off gradually as soon as Texas and Mississippi begin to ship. Quality now arriving from Florida show marked improvement, but few fancy are even yet being received.

A few genuine Bermuda onions are still arriving, but will all be used up shortly. Texas, Bermudas, and Egyptians, though not in heavy supply will be on for some time yet.

Asparagus, domestic, dozen	1 00	1 25
Beans, green, hamper	3 00	3 50
Beans, wax, hamper	3 50	4 00
Beets, imported, box of 2 doz.	....	2 00
Carrots, per bag	....	0 75
Carrots, imported, per box	....	2 00
Cabbage, Virginia, new, crate of 4-5 doz.	....	3 00
Cauliflower, Maryland, hamper	2 00	2 50
Celery, Bermuda, dozen	....	1 75
Cucumbers, Florida, hamper	3 50	3 75
Lettuce, doz. bunches	0 30	0 40
Lettuce, Boston heads, hamper	3 50	4 25
Mushrooms, per lb.	0 50	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 50	2 75
Texas, Bermudas, 50-lb. crate	....	1 75
Bermudas, 50-lb. crate	....	1 75
Green, imported, per doz.	....	0 10
Peppers, green, basket	0 40	0 50
Peppers, green, hamper of 6 boxes	2 25	2 50
Parsley, large bunches, doz.	0 50	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	2 50	3 25
Potatoes—		
Bermuda, new, hamper	....	2 50
Bermuda, new, barrel	....	8 50
Florida, new, per bbl.	....	6 25
New Brunswick, per bag	0 95	1 10
Ontario, per bag	0 75	0 85
Radishes, doz. bunches	....	0 50
Radishes, **hamper**	1 50	2 00
Rhubarb, domestic, doz. **bunches**	0 25	0 40
Spinach, per bbl.	2 25	2 50
Spinach, domestic, per bushel	....	1 00
Squash, Florida, case	....	4 00
Turnips, per bag	....	0 40
Tomatoes, Florida, case	....	4 50
Water cress, domestic, 11-qt. basket	0 50	0 75

* * *

FROST DAMAGE TO FRUIT.

M. S. Glassco, of Glassco, Limited, preserves of jams, etc., Oakville, Ont., stated to The Canadian Grocer this week that the outlook for fruit in that district was none too good as the recent frosts have done considerable damage, more especially to the early varieties. The strawberry grub is making great headway around there and Clarkson, and unless something is done to rid the country of this nuisance, he declares, the future results will be very serious indeed.

* * *

The California asparagus crop promises to be a short one this season, judging from the present outlook.

Building Up the Fruit Trade in Summer

Season Now Here When Special Attention Should be Given To it—Display in a Small Window That Brought Good Business —Using the Basket and Recipe Ideas to Promote Trade.

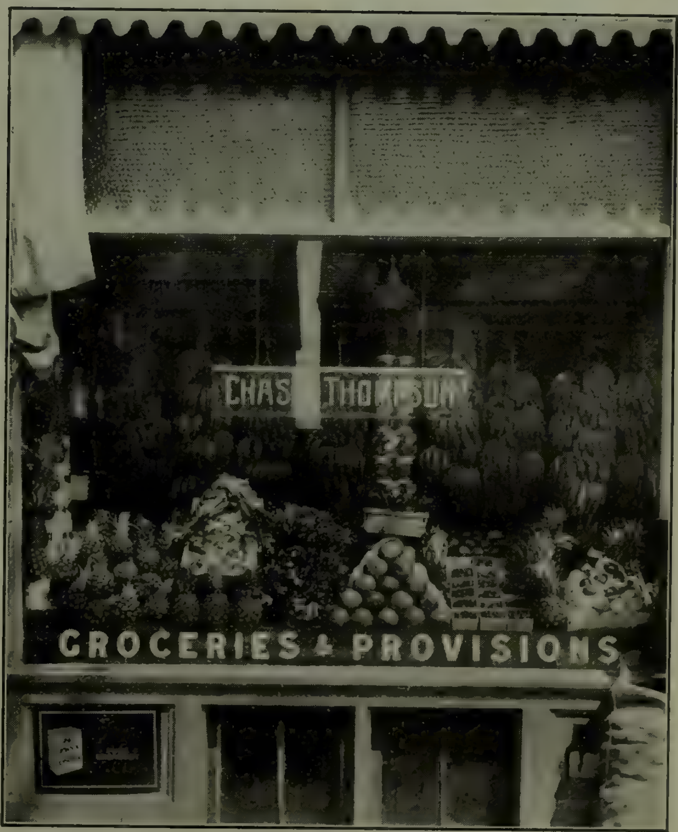
The fruit season is on. From now until the frosts of autumn come, the grocery trade will experience good business in first one and then another of the many fruits for preserving as well as present use. Naturally, business will be best for the merchant who goes after it in the best manner.

The window, no matter how small, should be worked to the fullest in showing fruits. The pineapple season is here and pines are selling rapidly. But the grocer should not make the mistake of thinking that all his customers will come to him even should he place his pineapples out of sight. The better the display and the more attractively arranged, the greater is going to be the resultant business.

The accompanying illustration shows good use made of a small window. This display appeared recently in the window of Chas. E. Thompson, Hallam St., Toronto, and the proprietor states brought considerable business. From the photograph it will be noted that the words "groceries and provisions" stand out prominently. The window floor is on a slant, these words being lettered on a board inside the window and at the base of the slant.

It will not be long before the fruit season will broaden out. Strawberries, raspberries and cherries will soon be in and later peaches, plums and pears. When the later fruits come in, the basket idea is often effective in making sales. Baskets filled with a variety of fruit at a popular price, such as 25c, 50c, 75c and $1.00 have brought good business for many grocers. Oranges, bananas, grapes, peaches, plums and pears, can all be used and with the addition of fine colored excelsior attractive displays can be effected.

It should be kept in mind that summer is the great fruit season and every possible method should be used from now on to sell fruits in season. The recipe method should not be overlooked. If the grocer goes to the trouble to have a number of recipes for preparing different fruits, printed and distributed among his customers, he is sure to get new business. No matter where two or three women are gathered together, some portion of the conversation usually deals with recipes.



Fruit display recently shown by Chas. E. Thompson, a Toronto grocer, in a small window.

Whitefish Decline on Toronto Market

Indications Would Point Towards an Advance in Halibut—Number of New Lines Appearing on Market—Mackerel Catches Liberal and Prices Likely to go Lower in Montreal.

MONTREAL.

FISH.—Cooler weather has been ideal for fish dealers and judging by demand during last week or so, they have made good use of the favorable weather. Smoked fish and salt fish are practically forgotten but demand for canned fish is quite heavy and offsets loss of business in other two departments. Price for new pack of canned salmon will probably be from 10 to 15 per cent. lower than last year owing to unusually heavy pack anticipated this year.

Gaspe salmon are arriving in small lots and are still high, but lower than last week, being quoted at 26 to 28c instead of 28 to 30c. Mackerel are being caught in great numbers along east coast and lower prices are predicted. Shad are more plentiful and cheaper selling at 35c instead of 45c as last week. There is plenty of all kinds of sea fish and prices are inclined to be easier especially on halibut and haddock which are more plentiful than usual owing to heavy catch of Eastern halibut. It is estimated that over 30,000 lbs. of this fish was consumed in Montreal last week in addition to two or more cars of Western halibut. Quality of Atlantic halibut is said to be better than Western and commands from 3 to 5c per pound more in Boston market than any other, but is sold for same money as Western in Montreal where it is eagerly sought after.

The following statistics have a bearing on the future price of halibut. The catch of halibut in British Columbia for period from January 1, 1913, to May 1 was about 9,500,000 lbs., as against 10,000,000 lbs. for same period of year 1912. Catch for April, 1913, was only 2,700,000 lbs. as compared with 4,200,000 lbs. for same period of year previous. This shortage in the catch has not been felt to any extent as yet but it will have its influence sooner or later and unless catch for coming month is excessive the price of halibut in all probability will be advanced.

FRESH FISH.		
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Buck shad, each	....	0 35
Carp, per lb.	....	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 05	0 06
Salmon, B.C., red, per lb.	0 20	0 22
Salmon, Gaspe, per lb.	0 26	0 28
Steak cod, per lb.	....	0 06
Trout, brook, per lb	....	0 26
Trout, lake, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	....	0 25
Halibut, fresh, per lb.	0 10	0 11
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	....	0 15
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.		
Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07

PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb.		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		6 50

SALTED AND PICKLED.		
Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl	5 00	5 00
Labrador herring, per half bbl	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08

SMOKED.		
Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22

CRUSTACEANS.		
Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 20
Lobsters, boiled, per lb.	....	0 22
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.		
Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Whitefish have this week declined 1 cent per lb., making price now 13 cents. Although this decline has been made, supplies to be had are very limited, and several dealers complain they cannot get enough to meet their needs. Another big run, however, starts about June 1 so that stocks are very soon to be replenished. One June fisher has already started to ship, making his first consignment last Monday.

Several new lines are now appearing. Yellow and blue pickerel are being offered, the former at 12½ cents, and latter at 8c. Grey bass, and shiners, too, are now on sale. Fresh mackerel and Saginau salmon are expected before end of week. Mackerel are likely to run at about 25 to 35 cents each, while salmon are expected to sell at 25 to 30 cents per pound.

FROZEN FISH.		
Pickerel, per lb.	....	0 08
Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.		
Bass, grey, per lb.	....	0 08
Butter fish, per lb.	....	0 20
Brill, per lb.	....	0 15
Eels, live, per lb.	....	0 10
Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	0 06	0 07
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 25	0 40
Perch, per lb.	....	0 07
Pickerel, blue, per lb.	....	0 08
Pickerel, yellow, per lb.	....	0 12½
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 25	0 35
Salmon, B.C., per lb.	....	0 23
Shiners, per lb.	....	0 04
Steak cod	0 07	0 08
Suckers, per lb.	....	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 13
Wrinkles, per bush.	....	4 00

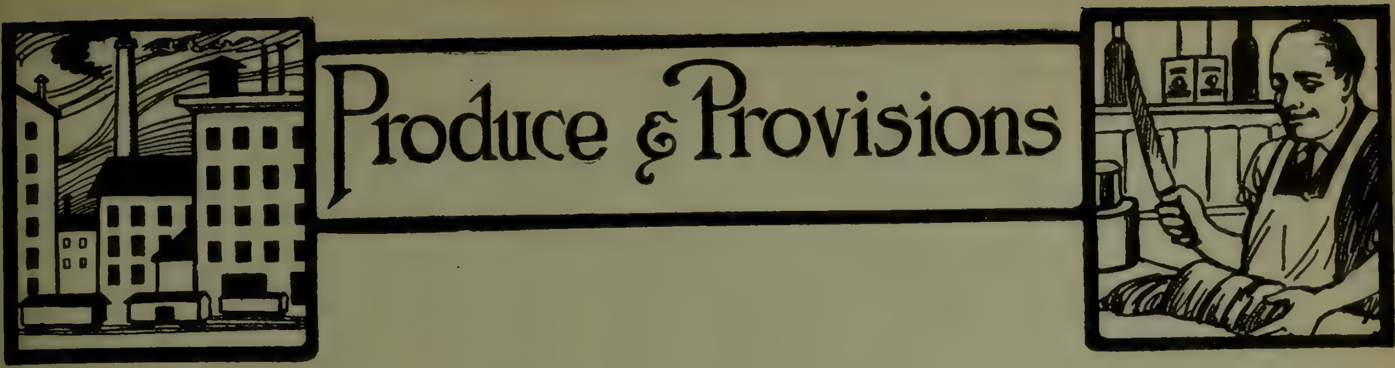
SMOKED.		
Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.		
Cod, 2-lb. boxes, 12 to crate	....	2 80
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.		
Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Fish business is now at its height on Nova Scotia coast. Mackerel struck in this week and as a result business is brisk. So far catches are small, but big hauls are expected. Several thousand mackerel were taken in traps near Yarmouth. Only small catches of cod and haddock are being made. Demand for both is light. Lobsters are more plentiful and sales are large. Heavy shipments continue to American markets. There is practically nothing doing in the salt fish line. Shipments



Eggs Tend Upward; Butter Holds Firm

Anxiety of Montreal Storage Men to Get Eggs Causes Advancing Tendency in Market—Provisions Continue to Hold Firm, But With no Further Sign of Advance at Present—Cheese Higher on Country Boards—Market Slightly Easier.

This week shows no further change in prices of meats, but market continues firm as ever and with tendency still upward. Hogs hold at same price as quoted for last two weeks and unless a marked decline is made in them, hog products are likely to continue moving upward. While receipts of hogs have been showing a marked improvement, still there is no sign of a surplus, so that market holds quite firm.

Receipts of eggs continue heavy, but most of them are going direct into storage. Montreal dealers appear anxious to lay in stocks and so are keeping prices up to such an extent that an advance in wholesale price would not seem improbable. Toronto dealers are laying aside all they can get hold of, but after last years' experience are not very keen on paying any higher prices in the country.

Prices on country cheese boards have shown an advance of about ½ cent during past week. Receipts have been rather lighter than expected, owing to many manufacturers keeping to butter, and with trade picking up, tendency has been to raise price in country. Values are expected to hold firm until make increases sufficiently to cause any marked accumulation on market. New cheese coming on has rather had tendency to cause easiness in wholesale markets, and although no price change has been made, an easier feeling prevails.

Following table shows receipts of butter, cheese and eggs for the week on Montreal market, with comparisons:

	Butter.	Cheese.	Eggs.
Week ending May 24th, 1913..	15,028	24,759	14,172
Week ending May 25th, 1912...	15,305	30,012	15,383
Season May 1 to May 24, 1913.	38,186	57,599	56,798
Season May 1 to May 25, 1912..	40,380	65,635	60,874

MONTREAL.

PROVISIONS.—Provision market developed no interesting points during past week, as trading was affected by holiday. Prices are firm but unchanged. American market has been fluctuating considerably, but it has not affected local market to any extent. There is talk in some quarters of lower prices owing to large stocks of mill feeds in store, and with another bumper crop predicted there is a possibility that prices may decline on live stock, but this is problematical.

There are two forces that will oppose this:—

1. Increased Consumption vs. Cheaper Feed.

2. Decreased Production vs. Tight Money.

With all staple lines headed toward lower prices, the street is beginning to ask when pork will get cheaper. Prospect doesn't look any too bright for supply of hogs is not keeping pace with demand and until the supply surpasses demand price of pork and pork products will continue to hold firmly or advance.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.........	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 16½
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb......	....	0 16
Square shoulders, bone in, per lb.......	....	0 15
Cottage rolls, small, 4 lbs., per lb.	....	0 18
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb...........	....	0 14½
Flanks, bone in, not smoked, lb........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net. per lb............	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb............	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs...	$28 50
Canada short cut back pork, 45-55 pcs., bbl......	28 00
Heavy short cut clear pork, bbl.	28 50
Heavy clear fat backs, 40-50 pcs., bbl............	28 50
Heavy clear fat backs, 60-70 pcs., bbl............	27 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb..............	....	0 06

HOGS.

Live Weight, per 100 lbs.	10 50	10 60
Dressed pork, per 100 lb.		15 00

BUTTER.—New "Grass Butter" is arriving in small quantities this week, but price is unchanged. Prices are firm, owing to a heavy demand.

Fresh creamery print	0 28	0 28½
Creamery s olids	....	0 28
Farmers' separator butter	....	0 25
Dairy prints, choice	....	0 25
Dairy solids	....	0 25

EGGS.—Price of eggs is a little firmer than last week, with prices headed upwards. Storage men are taking all surplus stocks with result that spot market is kept rather bare. Receipts of eggs are not up to the record of last year. Eggs are retailing here at 28c to 30c per dozen. Selects and No. 1 eggs are 1c higher this week.

Eggs—		
New laid, in 30 doz. case, doz........	....	0 26
New laid, in cartons	....	0 27
Selects, in case, per doz..............	....	0 25
No. 1, in case, per doz...............	....	0 23

CHEESE.—There is no change in cheese situation. Stocks are heavy and demand poor and with new make looming up it is possible that prices might be shaded for round lots, for market is inclined to be weak. Makers bit too heavily and have more stock than they can sell readily. Outlook for its disposal looks dismal.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—A few broilers are coming on market and are commanding fancy prices, but it will be a few weeks yet before any great quantity will be offered. Prices for other lines of poultry are unchanged. Stocks are ample but none too large.

Poultry, Dressed—		
Turkeys, per lb.	....	0 25
Ducks, per lb.	....	0 22
Chickens, per lb.	0 20	0 21
Fowls, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Milk fed chickens, per lb.	....	0 24
Broilers, milk fed, frozen, per lb.	0 28	0 32

TORONTO.

PROVISIONS.—Firmness continues to prevail in provision markets, but with cool weather sales have not been as heavy as they otherwise would have been. Sausage season is now practically over, and to take the place, cooked meats are rapidly coming forward.

Lard situation for pure is, if anything, inclined to be rather easier at some points, but as yet movement has scarcely been noticeable. Fact that stocks held are light would tend to indicate no great easing off.

HAMS—		
Light, per lb.	0 19½	0 20
Medium, per lb.	0 19	0 19½
Large, per lb.	0 16½	0 17
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 19	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15¾
Long clear bacon, heavy	0 15	0 15¼
COOKED MEATS—		
Hams, boiled, per lb.	0 27	0 28
Hams, roast, per lb.	....	0 29
Shoulders, boiled, per lb.	....	0 21½
Shoulders, roast, per lb.	....	0 22½
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—With Montreal market holding up prices here are being maintained, and tendency on part of manufacturers would appear to be to hold rather than to sell at lower figure. Reports from most quarters speak of good pastures and plenty of grass, so that it is quite probable that all creameries will turn to solids.

One dealer is of opinion that butter will store higher this year than last, and that prices will never get down as low as 22 cents.

Delivery of prints to city has been heavy, so that Toronto is now well supplied. Farmers' dairy, owing to increased receipts has taken on a rather easier tone this week, but prices as yet hold at 23 to 25 cents.

	Per lb.	
Fresh creamery print	0 27	0 29
Creamery solids	0 26	0 28
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 23	0 25
Dairy solids	0 18	0 20

EGGS.—Eggs show even greater firmness this week with a tendency to advance. Montreal continues to take large share of eggs by paying as high as 20 cents at shipping points. Toronto on the other hand has had to raise price up to 19 to 19¾ cents and expects to have to pay 20 before end of week. Cold weather too is much in favor of maintaining present levels, as storage men are now laying their hands on all they can get, whereas during hot weather they would turn a greater number over to the city.

Eggs—		
Strictly new laid, per doz.	0 20	0 22

CHEESE.—On country boards new cheese is firmer by about ½ cent, but on local market, presence of new cheese is tending to make market easier. One dealer this week stated that as there was a proportionately higher profit in butter, he was of opinion that less cheese would be made this year than last, and thus tendency would be for prices to rule quite firm.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15¼
New, large	0 13	0 13½
New, twins	0 13½	0 14

POULTRY. Market for live is much easier this week. Civic authorities having forbidden killing of all fowl in Jewish district has temporarily cut off all demand, but return may be expected almost any day.

Spring broilers are now fairly plentiful and for birds weighing 1½ lbs. or more, inquiry is fairly heavy. Prices range about from 35 to 45 cents, and some are even asking as much as 55 cents.

Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20
Fowl, live	0 13	0 14
Spring broilers, 1½ lbs. and over	0 35	0 45

Percentage Increases on Hog Products

How This Animal Has Advanced in Value in Past Two Years —Increase to Farmer Has Been More Than 60 Per Cent.— Wholesalers' Prices Up From 18 to 40 Per Cent.—Population Growing Too Rapidly for Hog Production.

That the farmer is now receiving $3.50 per cwt. more for his hogs than he did in May, 1911, was pointed out in Canadian Grocer, issue of May 16. Commenting upon this increase, a prominent Toronto provision dealer said that although the farmer is now being offered so much more for his hogs, still he is not going in for hog raising. "Ontario," he maintained, "does not produce any more hogs to-day, and probably not as many as five years ago. This is due chiefly to scarcity of labor on the farm and the practical impossibility of securing any kind of permanent help. For that reason, though prices are now high, it is rather unlikely that they will go lower until more hogs are marketed. Farmers would willingly flood the market with hogs if only they had enough help to warrant them going into hog-raising extensively."

More Food Wanted.

"Canada's population has been increasing very rapidly and demand for hog products has increased in proportion. Is it any wonder that pork products have advanced seeing that the supply of hogs has been shut off rather than increased?"

Is the packer, wholesaler, or retail dealer, then, making as large a profit as he was two years ago? To this, dealers unanimously answer no. When bacon is selling wholesale at 16 cents the percentage of profit is much larger than when the price of 21 cents is obtained. The time when both wholesaler and retailer can make the greatest gain, is when these products can be bought for least money and sold out again for least money.

The same thing holds good in butter, eggs and all farm products. When a wholesale dealer sells butter at 20 cents he realizes roughly two cents over cost price. To make the same margin on butter at 30 cents, he should realize, roughly speaking, 3c. When the retailer can sell butter at 25 cents per lb. to the consumer, it is claimed as the time of greatest profit in the transaction to all concerned.

The Farmer Profiting.

The fact then that hog products have been advancing does not of necessity mean that larger profits are being realized all round. The farmer would appear to be getting the big end of the deal as his increase shows the largest percentage of all, being 60.87 per cent. as compared with the wholesalers increase of 26.66 per cent. on light hams, 29.41 per cent. on plain backs, 18.88 per cent. on breakfast bacon and 40 per cent. on pure lard in tierces for the same length of time.

◆

A PAPER ALWAYS WELCOMED.

The MacLean Pub. Co.

Gentlemen,—Enclosed find two dollars ($2.00) for Canadian Grocer as for copy up to April 1st, 1914. We are always pleased to receive the Grocer, as we often find some useful articles to enlighten our mind to make this business a little easier. The Grocer is always welcome.

Yours truly,
STUEBING & SON.

Berlin, Ont.

Conforms to the Government's Standard

SHIRRIFF'S True Vanilla conforms to the standard of the Dominion Government's New Pure Food Law which is now in effect. In fact, we are pleased to state that

Shirriff's

True Vanilla

is stronger than the Government's standard for purity. It is absolutely pure, being the extract of the finest Mexican Vanilla Beans.

So far the Pure Food Law only fixes a standard for Vanilla and Lemon Extracts. But you can depend on all Shirriff's Extracts being high-class — well worthy of your strongest recommendation.

Look up your stock of Shirriff's Extracts. Perhaps some lines are getting low. And now that the Pure Food Law is in force, the demand for absolutely pure Vanilla and Lemon Extracts will be greater than ever.

Imperial Extract Co.

Steiner and Matilda Streets
Toronto

Showing Electric Recorder and Cash Till.

The evolution of the professional "Dead-beat."

How to Stop Him in Time

You, Mr. Grocer, are sowing the seed of Professional "Dead-Beatism" every day you allow carelessness to creep into the collection of your accounts. Here is the way it works—Mr. Jones, a good respectable citizen opens a small account with you, he pays up, is labelled a good pay, and runs another account. This time he allows it to run a week or so over time, pays a little on it, and so on week after week until he loses track of the real amount he owes. You think he is alright, he intends to be, but has become a little careless. You let him go without sending in his bill either from lack of time or from carelessness. When you do send it he is shocked; it has got beyond him, he quietly goes and you lose your money. Mr. Jones is then on the fair road to become a "dead-beat." He now has the nerve, he tries it again, he succeeds again—he is now a "Professional dead-beat"—all because you were too lenient. Before you make any more "dead-beats," Mr. Grocer, look into the McCaskey one-writing Account system, and you'll change your ways. Your customer knows how his account stands at every purchase—he stops it in time and stays respectable—stays a "good-pay" and you hold his trade and lose no money.

Write to-day.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER CO.
LIMITED
TORONTO, ONTARIO
Trafford Park, Manchester, Eng.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ⅛ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 21
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers , No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ⅛s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.: Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

The NEW FRENCH NUTLARD

What is it?

A substitute for Hoglard. An absolutely PURE product of NUT OIL.

Why is it preferred?

Because it is naturally 100% PURE.
Because in never goes Rancid.
Because it is always the same quality.
Because it always gives such satisfactory results.

Who use it?

The Housewife for all her cooking.
The Confectioner says "It's a boon."
The Biscuit Maker says "It is a great biscuit maker.

Why should the GROCER sell it?

BECAUSE—There is no loss.
There is always profit.
There are no complaints
—always satisfaction.

Rocca, Tassy & DeRoux
MARSEILLE

Dominion Agents:
J. RUSSELL MURRAY
6 St. Sacrament Street, - - - TORONTO

Safe From Mistakes Safe From Fire

That's the way your accounts should be kept

A few of the advantages of using the Ullman Account Register are:

First:— Your bookkeeping costs you nothing, and it is done correctly.

Second:—Your accounts are safe from fire, that's important enough to think about.

Third:— When you close your store at night you have the satisfaction of knowing that all your customers' accounts are posted up to the last cent. Write us to-day.

Live salesmen wanted in some localities.

The Hamilton Ideal Mfg. Co., Ltd.
Hamilton, Ontario

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.....	4 75

Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.....	1 05
2 oz. (all flavors) doz......	2 00
2½ oz. (all flavors) doz....	2 30
4 oz. (all flavors) doz......	3 50
5 oz. (all flavors) doz......	4 50
8 oz. (all flavors) doz......	6 50
16 oz. (all flavors) doz.....	12 00
32 oz. (all flavors) doz.....	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case....	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s ..	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil

Cs. 200 7-oz. pieces cs......	7 50
Cs. 200 10-oz. pieces, cs. ..	12 00
Cs. 100 10-oz. pieces, cs. ..	6 50
Cs. 50 ¾ lb. pieces, cs. ..	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08

Cs. "Le Lune," 65 p.c. olive oil.

Cs. 50 ¾-lb. pieces, cs. ..	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ⅞ FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY ⅞ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.........	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—	
Sparkling Cider, 12 qts....	4 50
Sparkling Cider, 24 pts....	4 75
Sparkling Cider, 36 sp.....	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts......	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.....	10 00
Moyens, tins ½ kilo, 100..	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case..	0 11¼
Cases, 5 lbs., 12 to case..	0 11⅛
Cases, 10 lbs., 6 to case..	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case)....	5.50	5.35
7 lb. tin (½ dz case)..	8.00	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case)...	4.80	4.65
7 lb. tin (½ dz case)...	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb..............	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb..	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90

Straight.

Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz..	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz...	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz......	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz...	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases..........	$ 5,00
Five cases or more........	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

The Glad Hand of the West

awaits your goods if you will allow us to open the market to you.

With our immense facilities — five large warehouses at the best points, and a wide-awake staff of representatives covering the entire territory all the time. We are in a position to introduce your line more quickly and effectively than would be thought possible.

Our experience and success in Western Canada enables us to guarantee sales.

Will you get in touch with us now?

Nicholson & Bain, Wholesale Commission Merchants and Brokers
HEAD OFFICE -:- WINNIPEG, MAN.

WINNIPEG REGINA SASKATOON EDMONTON CALGARY

LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton.**

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

It Is Inconceivable

that anyone would believe that

UPTON'S PURE FRUIT JAM

is anything but pure original fruit and sugar, to which has been added pure apple jelly.

Do not confuse it with any compound.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont.
Factory at: Hamilton, Ont.

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size	$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)	7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)	6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz.	1 40
5 lb. tins, 1 and 2 doz., crates, per doz.	3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drumsticks, 2 in case	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½

(20-lb. boxes ¼c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 6-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups, in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case	2 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	2 75
5-lb. tins, 1 doz. in case	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case	3 50
5-lb. tins, 1 doz. in case	4 00
10-lb. tins, ½ doz. in case..	3 95
20-lb. tins, ¼ doz. in case..	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for repayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie, inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case	$1 [illegible]
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$0 90
Pint bottles, 3 doz., cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 35
Cases of 3 doz. ½-pints..	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s ..	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.

T. UPTON & CO.

Compound Jams — Red Raspberry, strawberry, peach, plum, red currant, black currant, cherry, gooseberry, blueberry, apricot, huckleberry, 12-oz. glass jars, 2 doz. in case, $1 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 tin pails, 6 pails in crate, 52½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Compound Jellies — Raspberry, strawberry, black currant, red currant, pineapples, 9-oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE **FINE COLOR**
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

BANANAS

If you have not yet sent in your standing order to us, to be shipped when and how you wish, let us have it **NOW.**

PINE APPLES

Do not let your customers go past this week without doing their pines for preserving. We will have fresh arrivals every day.

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

The Arctic

IS THE SANITARY, COLD DRY AIR

Refrigerator

As a store fitting it has no equal. Cases are made of ash or oak; linings of sanitary spruce shellached; fittings, best galvanized iron. All parts separable. The hardware is solid brass.

Write for Catalogue showing our great variety.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

YOUR CUSTOMERS KNOW THAT HEINZ QUALITY MEANS HIGHEST QUALITY IN FOOD PRODUCTS

They know, furthermore, that they can get their money back if any of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

ever fail to please in any way.

They have confidence in the goods, and that's why the demand for Heinz foods is constantly increasing.

Did you ever stop to think how much you benefit by that established demand?

H. J. Heinz Company

Those Who Know

Cane's Washboards

Always Specify Them

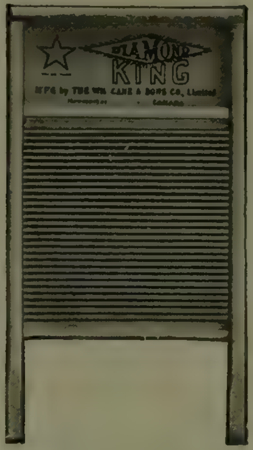
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.


DIAMOND KING
MFD by THE WM. CANE & SONS CO. Limited

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

"Babbitt's" is The Original Soap Powder

Purest, Strongest, Best Selling

You can depend on BABBITT'S SOAP POWDER to please your customers because of its great power as a cleanser. While any soap powder is expected to have cleansing power, BABBITT'S has more because of its concentrated form, so it gives more satisfaction and sells best.

Recommend BABBITT'S and tell your customers about our Premium Store, 396 St. Paul St., Montreal, Canada.

B. T. BABBITT, INC.
NEW YORK

Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. HAMILTON, CAN.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

It is one thing to make Paper Bags that are *occasionally good.* It is quite another thing to make them so that they are not only always better than all other makes of Bags, but *always of unvarying* goodness.

The name "CONTINENTAL GERM PROOF" stamped on each package, means that if a million packages of "CONTINENTAL GERM PROOF BAGS" were placed before you, you could choose any one of them, confident that every Bag in that package would be as *good* as the *best* paper bag *ever* manufactured.

The Continental Bag & Paper Co., Limited

Exclusive Manufacturers of

Automatic Opening GERM PROOF Reinforced Bottom Paper Bags

OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.

BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.

HAMILTON and WINNIPEG

CHINESE STARCH

Better Quality Greater Quantity

Better results are obtained by the use of Chinese Starch because of its perfectness in quality. It is the only starch with two oils, one to make the iron slip (ensuring a better finish) the other to perfume the linen. Each package of Chinese Starch contains full 16 oz.—not 12. It is a friend of housewives wherever introduced and a proven **Big Seller.**

OCEAN MILLS, MONTREAL

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Folliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

Have You Bought Your Supply of

ANTI-DUST

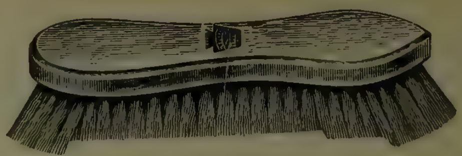
Sweeping Compound?

There's none better
It's the line you want
Has features all its own

Write

Sapho Mfg. Co., Limited
Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto; Lauro Chemical & Perfumery Co., Ottawa; Fenwick & Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St., Quebec City.



You Cannot Always Tell

by the look of a Brush how it is going to wear, and therefore it is important that you buy goods that are backed up by the reputation of a reliable manufacturer. Every Brush bearing the Keystone Brand is guaranteed to give satisfaction, and you can place them in the hands of your customers with confidence.

Manufactured by

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

An Opportunity Awaits You

QUINQUINOL, the leading stock food offers an exceptional opportunity to every dealer who has the patronage of country people.

Much business can be secured with no chance of loss whatsoever. Being packed in tins it is absolutely free from loss by vermin or moisture.

We guarantee you by personal letter that you will have no loss from sales. You are at liberty to "money back" the goods. We will make it right. BUT YOU WILL HAVE NO CAUSE as QUINQUINOL always makes good. It is the perfect stock food for Cattle, Horses, Sheep, Poultry, etc. QUINQUINOL is recommended by the Minister of Agriculture.

Has been awarded three diplomas at big Exhibitions.

50% profit—costs the dealer $4.00 per doz., sells at $6.00.

Freight prepaid on six doz. lots.

One dealer in each town wanted.

QUINQUINOL STOCK FOOD CO.
69 ST. TIMOTHEE STREET. MONTREAL

ELECTRIC DYES

The Dyes That Do Dye

No chance work with these. Results are sure and pleasing, and price allows you a large margin of profit.

Neat packages for counter.

Dyeing season is now here. Ask for samples and price list.

Dr. Ed. Morin & Co.
Limited
QUEBEC

EVERY POUND OF ANCHOR BRAND FLOUR

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in **Anchor Brand Flours**, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our **free** 3-lb. samples and then make your purchases.....**merit wins.**

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake, - - Manitoba

The Ever Palatable Relish -- Pickles

A pail of Sterling Brand Mixed or Sweet Pickles invitingly displayed or a good shelf or window display of the bottles will make many sales for you. They always satisfy. See to your stocks to-day and make sure you get Sterling Brand.

THE

T. A. LYTLE CO.,

LIMITED

Sterling Rd., Toronto.

Sauce That Lends Zest To The Appetite!

Customers who use a relish or sauce with their meals are usually particular in their tastes, and no sauce can hold them closer than

BRAND'S A1 SAUCE

It lends that tasty zest to the appetite and makes most appetizing all meat dishes, including fish or fowl.

Brand's A.1 Sauce is made from an old English recipe which has been used extensively for almost a century in England, including patronage from the Royal family.

You have but to get your customers started using Brand's to ensure for yourself a steady demand for sauce.

Put in a small order—the profit is good.

BRAND & CO., LIMITED

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common Street MONTREAL
McLEOD & CLARKSON, - VANCOUVER

Sardines with the real sea flavor

"KING OSCAR"

By Special Royal Permission

From the moment the sardine is taken from the water until it is packed in hermetically sealed tins it goes through its several operations in the utmost cleanliness, and so quickly that it still retains its true sea flavor. Being packed in the finest quality olive oil, it retains this flavor.

"KING OSCAR" Sardines represent the most tasty and nutritious fish produced on the market to-day.

Get them from wholesalers.

CANADIAN AGENTS:

J. W. Bickle & Greening
(J. A. Henderson)
Hamilton, - Ontario

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET
TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

---

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

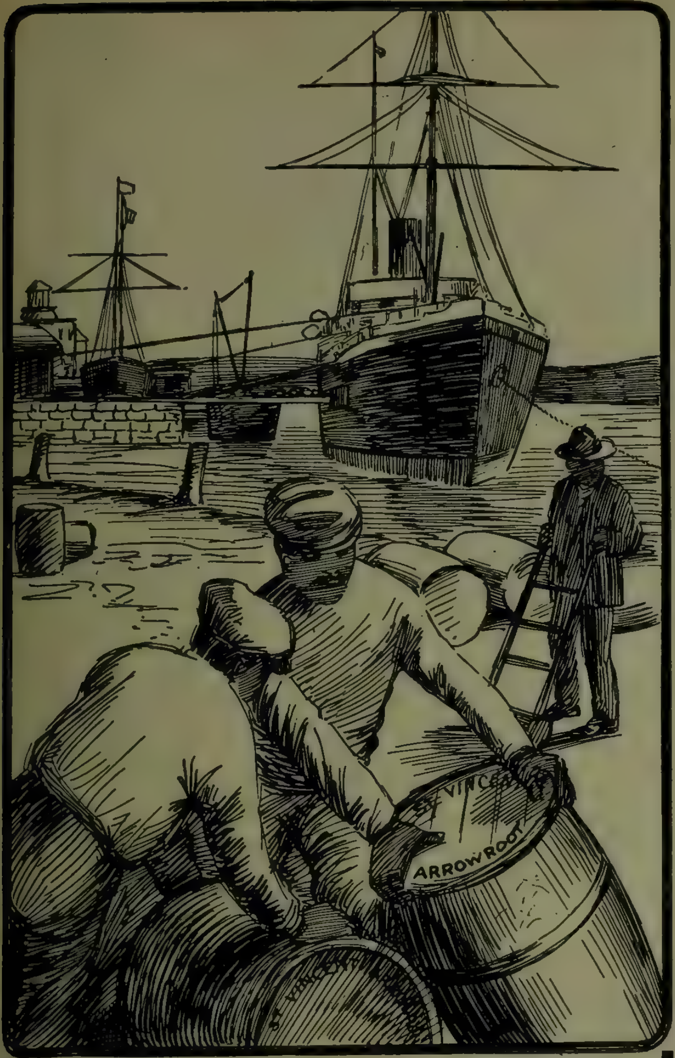
Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co,
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



FOR A CENTURY OR MORE

St. Vincent has shipped the bulk of the world's supply of Arrowroot, because **St. Vincent Arrowroot** is the best.

As a household staple it has made for itself a place in many homes; its wholesome and nutritious qualities make it a healthful food and a blessing for the youngsters, the aged, and the invalid.

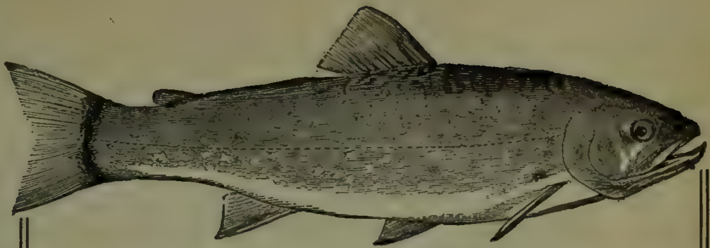
The large variety of delightful dishes into which it can be made explains the "why" of its popularity. It is very easily digested.

Acquaint your trade with the fact that you have **St. Vincent Arrowroot** and your sales will be large.

For information and samples write J. Elliott Sprott, Secretary.

ST. VINCENT ARROWROOT GROWERS AND EXPORTERS' ASSOCIATION

KINGSTOWN
ST. VINCENT
B. W. I.



A FISH 5 MINUTES FROM THE WATER

cannot have a more real sea flavor than do the **Brunswick Brand Sea Foods.** The flavor is retained by the employment of the latest and most modern methods of preparing and packing — immediately after the fish comes from the water.

Brunswick Brand Sardines in oil, one of our leaders, is holding the foremost place among Canadian packed sardines. They sell at a moderate price and pay a good profit.

Our years of experience and large modern factories enable us to turn out sea foods as nearly perfect as can be made.

Our supplies are the choice of fishermen's catches, caught in the neighborhood of our factories.

Known and appreciated all over Canada.

OUR CHIEF SELLERS

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)

Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED
Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

The Sauce That Adds That Appetizing Deliciousness to Steaks, Meats, Fish or Fowl.

The **Sauce** that makes the people want more.
The **Sauce** that has a big sale and pays a good profit is

PATERSON'S WORCESTERSHIRE SAUCE

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

NOTHING ELSE WILL DO

They get the habit early in life and it lasts—as youngsters they are told to get

WINDSOR TABLE SALT

—and they get it; any other salt is refused then and when they are "grown-up's." Cultivate this habit and retain the good-will from first to last by offering Windsor Salt first.

CANADIAN SALT CO., Limited
WINDSOR ONTARIO

Superlative Quality Consistently Maintained

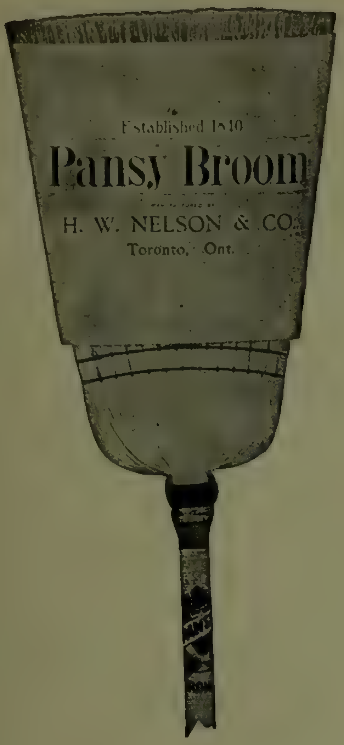
Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	4.50
Banner Condensed Milk, 4 doz. in case	5.25

J. Malcolm & Son, St. George, Ont.



—brooms that last

are the brooms that pay

A cheap broom rarely ever gives satisfaction to the customer or the dealer. If you can get your patrons to pay a little more and take the "Pansy" instead of a cheaper, poorer made broom, you are bidding for her future broom trade.

A satisfied customer is a valuable asset to your business, so it is a good policy for you to push a broom that will give the user daily pleasure.

Write for a sample lot of Pansy brooms. We make all grades of brooms and brushes.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

WASHING POWDER
LAUNDRY SOAPS
TOILET SOAPS

For your particular trade, for your regular trade and for the trade that needs working up you should stock and recommend high quality, pure ingredient washing powders and soaps.

"YOUNG-TOM" WASHING POWDER

ranks among the highest and foremost. It has no smell, contains no harmful ingredients, will not injure the skin, and saves time and labor.

Laundry Soaps, Toilet Soaps ("Glycerine Pumice" and "Tar"), etc., made by the Young-Thomas Soap Co., are high quality in every essential.

They win trade through their merits. Satisfaction to both customer and dealer. Good profit.

Young-Thomas Soap Co., Ltd.
Regina, Canada

"SOCLEAN"

Dustless Sweeping Compound

SOCLEAN
A GRANULATED DUST COLLECTING SWEEPING COMPOUND FOR SWEEPING DUSTLESSLY
NON-INJURIOUS HYGIENIC & SANITARY
SOCLEAN LIMITED
CLEANSERS AND POLISHES
TORONTO, ONT.

WILL BOOST YOUR PROFIT

Introduce "Soclean" in your vicinity and you procure a steady and increasing demand.

Housewives like it because it prevents dust from rising, kills moths, disinfects the home and makes rugs bright and clean.

We help you create a demand by supplying you with transparent signs, cards and counter booklets.

Get the "Soclean" profit now. Your order on postcard will receive prompt attention.

PRICES TO DEALER

25c Pail, 2 doz. in case 4½ lbs.) enlarged size..$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)... 7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.) 6 75

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

The Different Kind

of a soap. That, in a nut-shell, is Fels-Naptha.

Different—because Fels-Naphta is more than a soap. It is a different way of washing. Work is done in half the time and without hot water or much rubbing either.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA

Calgary, Alta.
Edmonton, Alta.
Halifax, N.S.
London, Ont.
Ottawa, Ont.
St. John N.B.

Vancouver, B.C.
Victoria, B.C.
Hamilton, Ont.
Montreal, Que.
Quebec, Que.
Toronto, Ont.
Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene

(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

What Do You Earn?

Don't think us impertinent. We want you to put the question to yourself, and to supplement it with the further question, "Could you earn any more?"

Certainly you could, if your wasted evenings could be used to advantage.

Why not let The MacLean Publishing Company help you out? They will appoint you circulation solicitor in your district for MacLean's Magazine.

When you have tried it you may find it pays you well enough to give your whole time to it. That has been the experience of many before you.

The MacLean Pub. Co.

143-149 University Ave.
TORONTO

SYSTEM **WORK**
SAFETY **WORRY**
MORE PROFIT **LESS LOSS**

Systematize the Credit end of your business, and stop losing money, stop losing customers, stop taking chances. Old methods of extending credit and collecting credit accounts have failed. Try the newer and better system—

ALLISON Coupon Books

Here's How They Work

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale everywhere by jobbers.

Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

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53 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited

Established 1780

Montreal, Can. **Dorchester, Mass.**

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

DIAMOND CLEANSER

—the handiest cleansing powder on the market for all kinds of scouring—for sinks, baths, tiles, cutlery, kitchen utensils, etc., etc.

Absolutely Odorless and Harmless to the Hands

Take advantage of our extensive consumer advertising and send a trial order to-day.

We also make **DIAMOND WASHING POWDER** — an unequalled powder for washing fine fabrics and laces. Satisfaction guaranteed.

Ask your wholesaler for them.

Diamond Cleanser Mfg. Co.
TORONTO LIMITED ONTARIO
LEADLAY LIMITED Winnipeg Agents

PACKARD'S SHOE POLISHES

A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c. lines
in all colors.

L. H. Packard & Co., Limited
MONTREAL

UN LIQUIDE ET PATE COMBINES
Packard's Black "o"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

GROCERY AND FEED BUSINESS FOR sale in Vancouver. Stock and fixtures about $1,000. Can be taken at invoice. Sales about $1,000 monthly, mostly cash; room for improvements. Write Grocer, Grimmett P. O., Vancouver.

CHINA BUSINESS FOR SALE—REGINA has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

WANTED

WANTED—WHOLESALE GROCERY LINES for the Maritime Provinces, by an experienced traveller with a good connection of years standing. Address Maritime, Box 475, Truro, N.S.

A LIVE, UP-TO-DATE FIRM WITH AN exceptionally good connection amongst the large houses in the grocery, canned goods, starch and confectionery trades, is open to thoroughly work an additional agency. Full particulars to Emery, Luke & Co., 66 Fenchurch Street, London, England.

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town, Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

YOUNG MAN WITH CONNECTION AMONG wholesale and retail grocers in Toronto is open for one or more good lines. Salary or commission. Apply Box 477, Canadian Grocer, Toronto.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your unsavory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETTERS and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE, INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

Co-Operate With the Housewife

Tell her about

MAPLEINE

for Dainty—new Desserts and Syrup. She will realize you are up-to-date, and you will

INCREASE YOUR SALES.

Order of your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.

The Crescent Mfg. Co.
SEATTLE, - WASH.

Pascall's

ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best
Variety: The Largest
Prices: Right

AGENTS—

Toronto: The Toronto European Agencies 122 Wellington St. West.
Winnipeg: Ruttan & Chipman, Fort Garry Court.
Vancouver: C. & J. Jones.
New Brunswick: J. E. Angevine, Hampton.

A want ad. in this paper will bring replies from all parts of Canada.

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.

Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

A CARD WILL BRING PRICES

Our PAPER BAGS and WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL, Montreal

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive We act second to none.

Augustus Conte & Co., Montreal

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR WELL KNOWN OLD COUNTRY

TOFFEES PRESERVES

BOOT POLISHES HEALTH SALINE

FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.

1090 Hamilton St., VANCOUVER, B.C.

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.

VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality The Greatest Quantity The Lowest Price

17,500 Barrels per day. Correspondence Solicited

A want ad. in this paper will bring replies from all parts of Canada.

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

GRATTAN & CO., LIMITED

ESTD. 1825

The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

Your card in our MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY pages will keep you in touch with every manufacturer at home and abroad, who is looking for agents to represent him in Canada.

Many of the best British and foreign agencies in Canada have been secured through the cards on these pages.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

SHOW CASES Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO J. CLIFF, Manager

A highly recommended sweeping powder, sold only in bulk; a strong pleasant disinfectant.

"NO-DUST"

NO-DUST MFG. CO.

Market Sq. St. John, N.B.

HOLLAND RUSK

Holland Rusk is a perfect toast, ready to serve. Suggest it to your customers and thus increase your sales and profits.

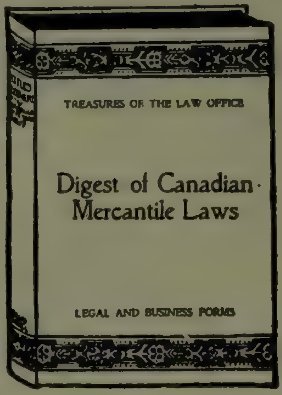
HOLLAND RUSK COMPANY

HOLLAND, .:. .:. MICHIGAN

THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.


TREASURES OF THE LAW OFFICE
Digest of Canadian Mercantile Laws
LEGAL AND BUSINESS FORMS

Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, $2.00
SPECIAL WESTERN EDITION, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

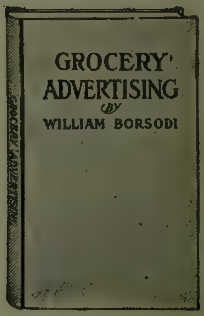
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory; departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid $2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

All orders payable in advance.

The MacLean Publishing Co., Ltd.
MONTREAL TORONTO WINNIPEG VANCOUVER
BOOK DEPARTMENT
143-149 University Ave. -:- Toronto

If remitting by cheque make same **payable at par,** Toronto

ON WHARVES

Just here! Fullest assortment of the most popular (because the most satisfying), brand of canned goods imported.

Le Soleil Brand

"Soleil" Petits Pois

Assortment includes: — Sur Extra Fins, Extra Fins, Tres Fins, Fins, Moyens No. 1, 2, 3.

"Soleil" Assorted Vegetables

Asparagus, Spinach, Artichokes, Haricots, Flageolets, Macedoines, Brussel Sprouts, Concentrated Tomatoes.

"Soleil" Soups

Julienne, Nouvelle ou Printaniere, Chervil, Sorrel, etc.

A Leader In Every Sense "Frs. Petit & Cie" Petits Pois Moyens, 10c a tin retail! Can you beat it?

SPECIAL! SPECIAL! SPECIAL!

Now on wharves:—

1000 Boxes Alimentary Pastes

from the well known Blanc & Fils, Valence, Sur Rhone, France.

Macaroni, Vermicelli, Spaghetti.

Imported Mushrooms

F. Lecourt, Paris.

Extra Choice, First Choice, Choice, Galipedes.

Write for quotations.

Laporte, Martin, Limitee

568 St. Paul St., - Montreal

Telephone Main 3766

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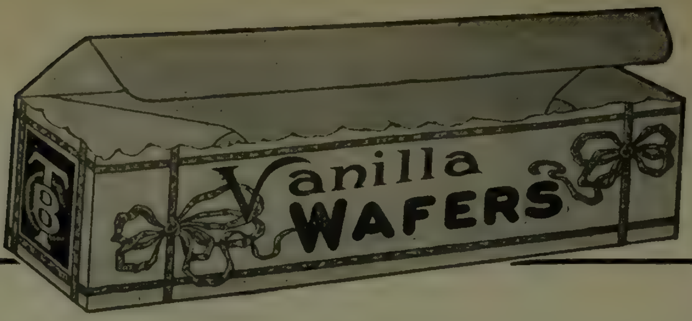


TWO
TELFER DAINTIES

If you have a demand for a class of wafer that is different from the rest you will find either of these two lines just what you want.

Introduce them to your most particular trade and you will never need to push them. Your customers will do that and do it well.

Don't forget that a pleased customer is your best advertisement. Send for price list.

TELFER BROS., Limited
COLLINGWOOD, ONT.

Branches:
TORONTO :: HAMILTON :: BRANTFORD
WINNIPEG :: FT. WILLIAM :: EDMONTON

RICHARD'S QUICK-NAPTHA
CUTS OUT THE RUB, RUB, RUB

Wash day with the ordinary laundry soaps has always been and always will be a case of rub, rub, rub, with dire effects on the housewife and the clothes.

With "Richards' Quick-Naptha Soap" the labor is almost eliminated, the clothes come out cleaner and whiter, and in a much shorter time. "Quick-Naptha" is increasing its popularity every day throughout the Dominion—the sales show it. The price is only 5c, leaving a margin of profit for you of 26½%.

THE BEST LINES FOR FIVE CENTS
"Richards Pure"—"Richards Quick-Naptha"

These two lines represent the height of perfection in wash day requisites. They give the housewife 100 per cent. satisfaction in economizing her time, her labor, the wear on her clothes, and also cutting down her actual soap expense.

These are the best Five Cent lines on the market—in fact they are the best laundry and cleaning soaps at any price.

Your wholesaler has them.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

"The Truth and Nothing but the Truth"

Glassco's Invite Comparison and Guarantee Supreme Quality

in Jams, Jellies, Marmalades *and* Catsups

Made only from the ripe, sound fruit of the choicest variety. Preserved with perfect cleanliness and care.

Guaranteed to be the best Product in Canada

A trial shipment will convince you — otherwise your money back and charges paid.

To the Retailer:

There was a great deal said at the recent Convention of Retail Grocers regarding merchants who had the interest of their customers at heart. Here is a chance to give your customers more value for their money, and it costs the merchant nothing to investigate—on his customers' behalf.

Remember, quality helps demand and makes the goods more readily marketable.

We invite correspondence.

We use nothing but the Famous Oakville Strawberries.

GLASSCO-LIMITED

Hamilton and Oakville

PRESERVING PLANT, - - OAKVILLE, ONT.

A complete stock kept in Winnipeg

Messrs H. W. Glassco & Co., Agents—Confederation Life Building

"One Grade Only and that the Highest"

THIS IS THE 1,330th ISSUE OF

CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JUNE 6, 1913 No. 23

St. Lawrence Granulated

100% PURE CANE SUGAR

The barrels and bags are now put up in three different sizes of grain.

BAGS ARE BRANDED

—RED LABEL FOR FINE GRAIN
—BLUE LABEL FOR MEDIUM GRAIN
—GREEN LABEL FOR COARSE GRAIN

BARRELS ARE BRANDED

—FINE GRAIN
—MEDIUM GRAIN
—COARSE GRAIN

The Grain Will Never Vary

☞ **CARTONS**

A HANDY PACKAGE FOR EVERYBODY, PACKED IN 2 AND 5 POUND CARTONS, 100 LBS. TO THE CASE.

Tastes Good - Is Good
Pure and Wholesome

Molasses is a household commodity that holds an important place on the majority of tables. A good molasses is something that people never tire of—one can eat their fill of molasses to-day and to-morrow it will be relished as much as ever.

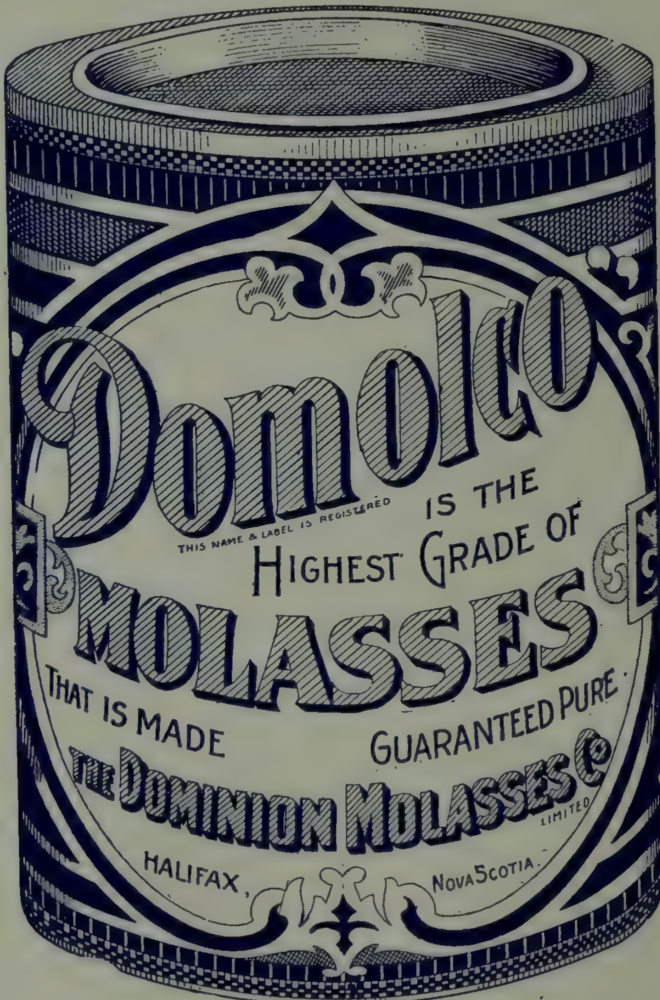
DOMOLCO

is such a molasses, made from best sugar cane, is **pure** and wholesome. In demand the whole year round. Stock and sell it.

Put up in sanitary lever top tins:—No. 2's—2 dozen to the case. No. 3's—2 doz. to the case. No. 5's—1 dozen to the case. No. 10's—½ dozen to the case. No. 20's—¼ dozen to the case.

The Dominion Molasses Co., Ltd.

HALIFAX, N. S.



Who Wants to be a Camel?

It is a well-known truism that a camel can go eight days without a drink. Nature does not allow humanity such a lengthy space between drinks. To drink often is the demand of nature—and what drink is more delicious and refreshing than "Stower's" juice of the Lime Fruit—the drink that keeps the blood and digestive organs in excellent state.

As Supplied
To His Majesty
The King

"STOWER'S"
Lime Juice Cordial

is prepared from the freshly squeezed juice of the Lime Fruit with every impurity carefully removed. **It will not ferment and is sweetened with the best refined sugar.**

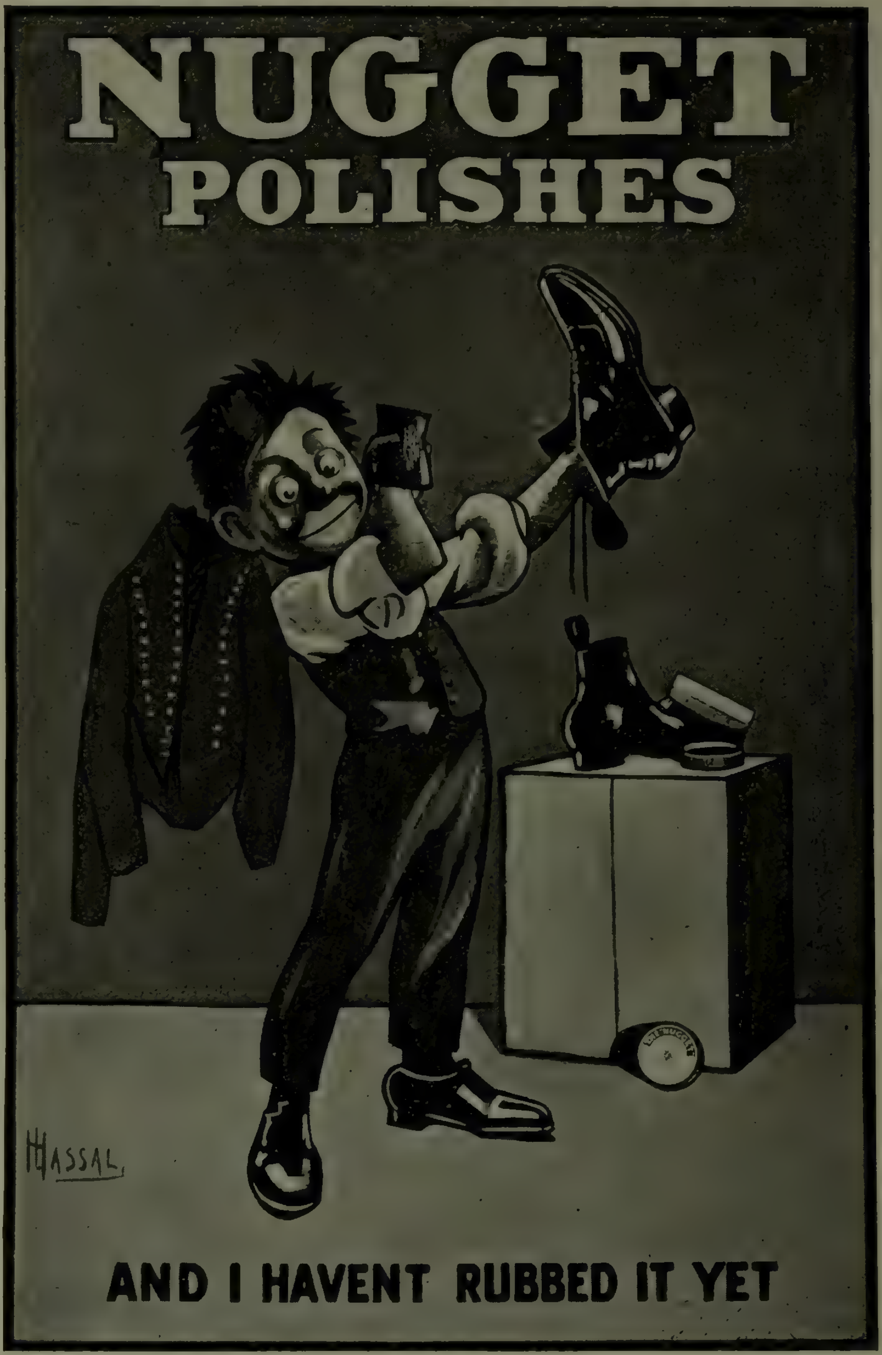
As Supplied
To The British House
of Commons

The grocer is the man to supply the demand for thirst quencher, especially during the hot summer season. Stower's Lime Juice Cordial should be the leader of every grocer who is desirous of having all the business that should come his way.

Arthur P. Tippet & Company
Agents
Montreal *Toronto*

From Coast to Coast

HE IS WORKING FOR YOU


NUGGET
POLISHES
HASSAL
AND I HAVENT RUBBED IT YET

Our poster for 1913 which is now being shown in the principal cities and towns throughout Canada.

The "Nugget" Polish Co., Limited
9, 11 and 13 Davenport Rd.
TORONTO, ONT.

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co
GAIL BORDEN
EAGLE BRAND
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Steps that lead to success

The Borden lines of "quality" milk products lead the dealer to greater profits by quick turnover and increased business. **Borden's Condensed and Evaporated Milks** are the stepping stones in the milk product market that lead via the short-cut way to business success.

"JERSEY"
BRAND
UNSWEETENED
EVAPORATED MILK
ENRICHED BY EVAPORATION TO THE CONSISTENCY OF CREAM

Every step in the producing is conducted under perfect sanitary conditions ensuring **purity** and **quality.**

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"

MONTREAL

Branch Office: **No. 2 Arcade Building, Vancouver**

Why

Messina Lemonade Powder

excels because

THE TRUE LEMON FLAVOR IS THERE AND THERE IS NO MISTAKING IT.

It has a greater refreshing quality than any other on the market to-day.

A little of it goes further than more of the inferior brands.

In spite of superior quality, it is just as cheap and allows you a good margin of profit.

ORDER RIGHT AWAY.

HENRI JONAS & CO.

MONTREAL

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

YOU CAN SAVE ONE DOLLAR A CASE

by placing your order for

CHIVERS' PURE ENGLISH JAMS, ETC.

with us now:—

On all orders received for this line up to the 15th June, when our special introductory offer expires, we will give the special introductory prices.

Chivers' Pure Strawberry	$2.00 doz.
Chivers' Pure Raspberry	$2.00 doz.
Chivers' Pure English Orange Marmalade	$1.65 doz.

4 doz. cases

We have other sizes, 2s, 5s and 7s.

You should drop us a card for our rebuilding sale prices on many lines. Our CANNED SALMON SPECIAL has brought us many orders.

Fenwick, Hendry & Co.

Wholesale Manufacturing Grocers

Kingston, Ontario

Ask Your Wholesaler

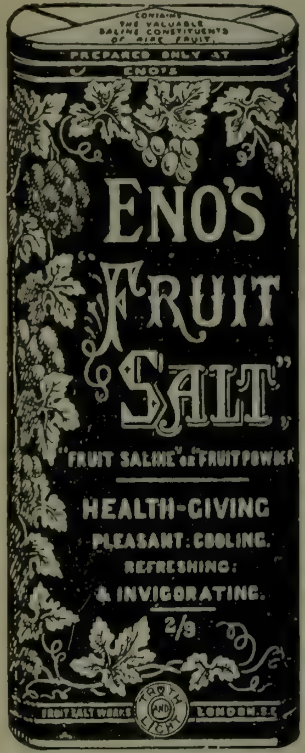
For His 'Special' On

"Canada First"

Catsup

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

EGG PROFITS?

Certainly! If you eliminate miscounts, breakage, and then pack and deliver your eggs in the least amount of time possible. What's the answer?

STAR EGG CARRIERS AND TRAYS, of course—

They will do all of this for you, and we suggest that you let your jobber supply you with enough STAR EGG CARRIERS AND TRAYS to handle this season's and the future's big egg trade at the greatest profit to you.

Remember also, that the STAR EGG CARRIERS you may have had for some time, can be made as good as new by equipping them with new STAR EGG CARRIER DIVISIONS at a very slight expense.

If you have not used STAR EGG CARRIERS AND TRAYS—ask the grocer who is using them. He'll quickly convince you of their economical and time-saving features.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier & Tray Mfg. Co.
1500 Jay St. - ROCHESTER, N. Y.

REPUTATION

**is what
we claim
for**

Clark's Pork and Beans

A REPUTATION which has been built up by long years of experience in the handling of only the highest quality materials coupled with the most modern and perfect system of cooking, is what CREATES the demand for CLARK'S.

An extensive and carefully planned advertising campaign helps to KEEP UP and INCREASE the demand.

IF YOU WANT THE BIGGEST AND THE BEST TRADE, STOCK CLARK'S PORK AND BEANS.

W. CLARK, Montreal

E
D S

Preserved Purity

E
D S

GOVERNMENT ANALYSIS
PROVES THE PURITY
SEE BULLETIN No. 244

E
D S

There is no other brand on the market with a higher reputation for absolute purity of ingredients and pure fruit deliciousness than the E. D. S. Brand.

E. D. S. quality is backed by good publicity—these two forces make sales and repeat sales a certainty.

Keep your stock well up in Raspberry Vinegar at this time. E. D. S. Brand is pure and refreshing, the kind that makes them come for more.

E. D. S. Jams, Jellies, Marmalades, Catsups, etc., are perpetual sellers.

Made only by

E. D. Smith & Son, Limited

WINONA - - ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

PURE
E. D. SMITH'S FRUIT FARMS WINONA ONTARIO
STRAWBERRY PRESERVES
TRADE MARK FOR OUR FOOD PRODUCTS
BLACKCURRANT JAM
PURE

Perfection Cheese Cutters are made in Canada.

Consider Your Cheese Sales During Summer

A **Perfection Cabinet Cheese Cutter** (with or without pedestal) will solve the problem of cheese handling in summer. The cheese cutter and cabinet offer a double protection; the glass plate and knife protect the cut portions and the cabinet protects the entire cheese and cutter from the dust and fly nuisance.

The Perfection Cheese Cutter way is the sanitary and economical method of handling cheese. Perfection Cheese Cutters pay for themselves many times over by accurately cutting every slice of cheese. No overweight or pieces left to dry up and waste.

Write for catalog to-day.

The American Computing Company of Canada

HAMILTON - CANADA

Fresh British Columbia

H. Bell-Irving & Co.,
Limited (Agents)
Vancouver, B.C.

SALMON

Selected Fish

Early Run

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.
1615½ North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Rideau Hall Coffee

PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED

WALKER PATENTED BINS
Berlin, Ontario

REPRESENTATIVES:
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Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
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WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

ROYAL
SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR - ONTARIO

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

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Australia.

CARSONS LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW,
Scotland.

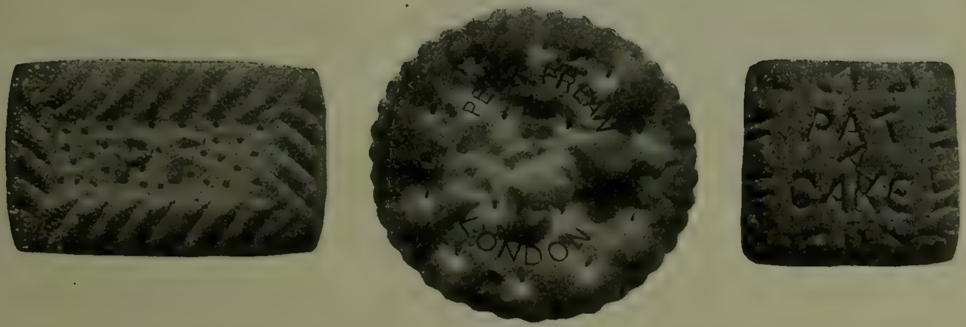
SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

Mr. J. P. Wright is in Canada and will advise our friends before calling.

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

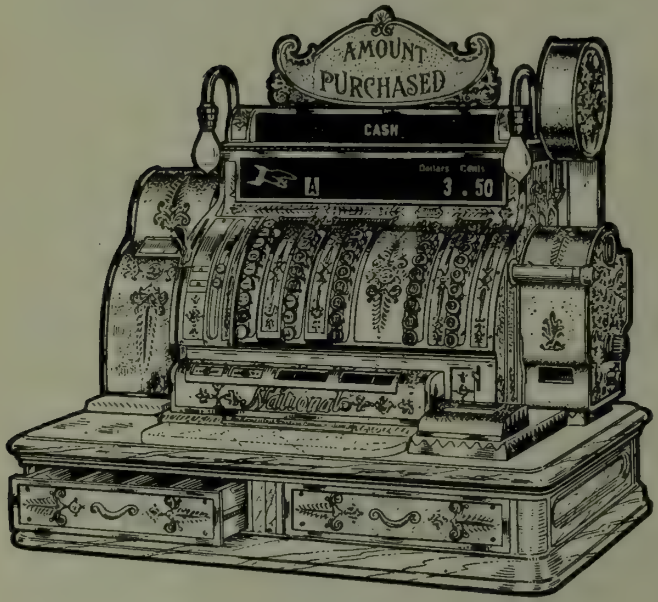
AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

There is just ONE best way to do anything

In the handling of money or the keeping of records

This is IT



ITS perfection is acknowledged by every nation on earth—212 different kinds of businesses have granted its superiority over all other systems for

Recording sales

Checking losses

Safeguarding profits

Protecting the integrity of employer and employes

Warranting a square deal to customers

Made in over 500 styles and sizes—each with a distinct difference and each difference based on the peculiar conditions of a specific business.

No store is too small—no institution is too large to operate to the best advantage without a National.

No matter *who* you are, *what* you do, or *where* you do it—if you handle money or keep records, write and find just what *sort* and *size* of National Cash Register is built to meet *your* especial requirements.

The National Cash Register Company

285 Yonge Street, TORONTO

Canadian Factory, Toronto

You profit by selling your trade the very best

Welch's

Grape Juice

Canadian Grocers find Welch's a profitable, quick seller

Just as the retail grocer in the United States has found Welch's Grape Juice a profitable, quick seller, so has the Canadian grocer.

So, if you are not selling Welch's you are missing a big opportunity.

You will find that you, too, can build up a nice trade on Welch's, because every family in your community is a prospective user of Welch's.

Welch's is made of the pure juice of the finest Concord grapes, with all of the delicious, tart, fruity flavor retained—a family beverage for the old and the young.

Write for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

UNIFORMITY is almost as important as excellence. A customer who has found a thing that suits him, wants to be sure of getting it again. The reason Chase & Sanborn's goods hold customers is that they are always the same.

CHASE & SANBORN'S COFFEES

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556
NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
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W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established, 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

When writing advertisers kindly mention having seen the advertisement in this paper

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Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858
W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Lima Bean Grocers' Assoc.
California Lima Beans

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreign agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.

Winnipeg WHOLESALE Man.

Produce and Provision Merchants
Bakers' and Grocers' Specialties

Open For One or Two Good Lines

Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED

332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

852-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS

CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta

Head Office - - Vancouver, B.C.

Reference: The Bank of Montreal.

WORLD RENOWNED
BRAND STUHR.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO

FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest. Inland Revenue and Customs Bonds. Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.

Grocery, Confectionery and Tobacco Specialties. Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

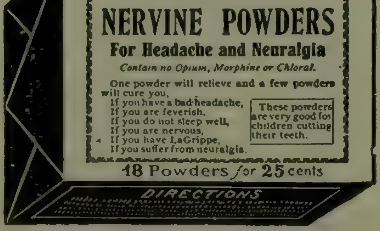
FIREPROOF WAREHOUSE

We solicit your business for Storage and as Forwarding Agents.

The FIREPROOF WAREHOUSING CO., LTD., London, Canada.

Every Merchant who handles—

Mathieu's Nervine Powders


MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

knows that they sell themselves. So effective are they in all cases of headaches that when once tried they are immediately recommended. Every merchant can with perfect safety recommend Mathieu's Nervine Powders as a perfectly safe and harmless remedy in all cases of headaches. Any merchant may try Mathieu's Nervine Powders at our expense, as per coupon attached. *Mathieu's Syrup of Tar and Cod Liver Oil is a specific in all forms of colds.*

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name ....

With (Name of firm) ....

Street ....

City or town ....Prov..........

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart	Gordon	Highland Lassie.	Rob Roy
A blend of the highest grade to satisfy particular people. Retails at 45c.	A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.	A blend of good Coffees to retail at 35c.	Cheap in price but worthy in quality. To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

---

Push 8 and 16 oz. Bottles of Bovril

They are better value for your patrons and give more profit for yourself

BOVRIL never spoils in any climate so there need be no hesitation about recommending the larger sizes. Hang up your Bovril sign. Bovril sells well for summer cooking.

BOVRIL, LIMITED, Montreal

Keep a Good Stock

of Edwards' Soups all the year round. Edwards' Soups sell quickly because they are so widely advertised —they sell again and again because they are so good.

There's already a large sale of Edwards' Soups, and this year's extensive advertising campaign will make the demand bigger than ever.

EDWARDS' DESICCATED SOUPS

Write for full particulars of trade terms to Distributors:—W. G. Patrick & Co., Limited, Toronto and Vancouver; Wm. H. Dunn, Montreal; Escott & Harmer, Winnipeg.

Some smokers prefer

10 COLUMBIA

Little Cigars

to a big one because it means a new enjoyment every time they light one. COLUMBIA CIGARROS are made from choicest leaves, which give them a fine aroma and a delightful taste. The sales of COLUMBIA CIGARROS are constantly increasing; order at once to be ready to meet the demand.

Handled by all the wholesale trade.

St. Lawrence Granulated

CANADA'S STANDARD OF QUALITY

Red Label Blue Label Green Label

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH
AND
PROCTOR
SOLE PACKERS
Halifax, - N.S.

THOSE WHO HAVE TRIED VARIOUS KINDS OF JAM COME BACK FOR CAIRNS'

Housekeepers who have tried different brands of Jam, including **Cairns'** knows that there is actually none other as good as **Cairns' Scotch Jams, Jellies and Marmalades.**

Even Royalty appreciates the **Cairns'** delicacies—having supplied the tables of Their Late Majesties Queen Victoria and King Edward, and are now catering to King George V. by special command.

Sales are good and profits are good.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:
SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

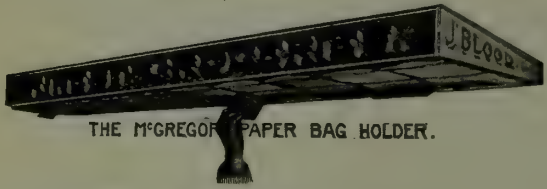
There are so many things

that can be cleaned with Brasso Metal Polish. Not only all Brasswork but anything made of Tin, Copper, Pewter, Zinc, and even Steel. If all your Customers knew this—how your sales would jump up.

NEW SEASON'S JAPAN TEAS

are exceptionally favorable this year, both in quality and price. JOBBERS and RETAILERS should give them their special attention.

Furuya & Nishimura


J. BLOOR
THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

ISLAND LEAD MILLS Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used 4th & 5th Editions LONDON, E., Eng.

Canadian Agents:
HUGH LAMBE & CO., TORONTO
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL

The Yellow Tin
The Ten Cent Tin

The TIN that TREBLES TRADE

GILMOUR'S HAND CLEANER

GILMOUR'S ANTISEPTIC HAND CLEANER
THE GILMOUR Co. MONTREAL
GILMOUR'S ANTISEPTIC HAND CLEANER
MADE BY THE GILMOUR Co. MONTREAL

We are not looking for huge profits. We put the QUALITY in and while we get "ours" out of every sale, you get "yours," and mind you, it's a FAIR PROFIT.

Get That Yellow Tin

THE GILMOUR CO.

604 Papineau Avenue, · MONTREAL

Watson & Truesdale, Winnipeg, for Western Provinces; Fenwick, Hendry & Co., Kingston and District; F. E. Roberge, Ottawa.

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

is known throughout the Canadian trade as the finest flavored Scotch on the market. It hasn't that smoky flavor of most Scotch Whiskies. It represents customer satisfaction and good profits.

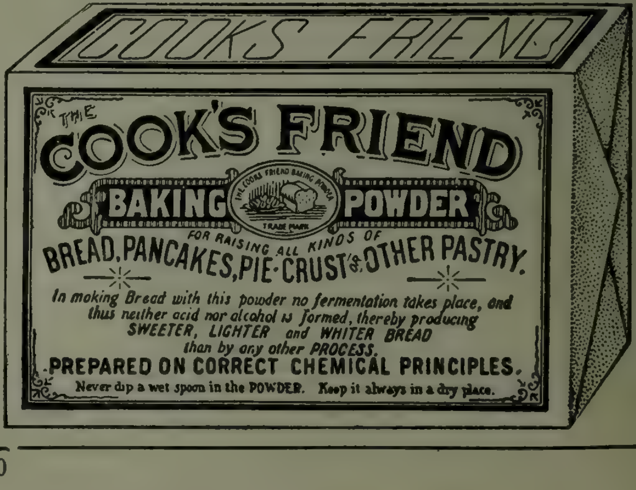
Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

EVERY KNOWING COOK

will tell you that **Cook's Friend Baking Powder** always puts the baking at its best. **Cook's Friend** hits the perfection mark for quality. Contains no alum or other deleterious ingredients.

Cook's Friend Baking Powder has been the leader for over 50 years. Could you ask for a better credential as to quality. Full satisfaction **always**, both to you and your customers.

W. D. McLAREN, Limited MONTREAL
Agents
JOHN J. GILMOR - WINNIPEG, MAN.


COOKS FRIEND
THE COOK'S FRIEND
BAKING POWDER
THE COOKS FRIEND BAKING POWDER
TRADE MARK
FOR RAISING ALL KINDS OF
BREAD, PANCAKES, PIE-CRUST & OTHER PASTRY.
In making Bread with this powder no fermentation takes place, and thus neither acid nor alcohol is formed, thereby producing SWEETER, LIGHTER and WHITER BREAD than by any other PROCESS.
PREPARED ON CORRECT CHEMICAL PRINCIPLES.
Never dip a wet spoon in the POWDER. Keep it always in a dry place.

HAVE YOU BEEN AFTER THE TEA PEDLAR?

You can put him out of business if you try. Never as good a chance as right now.

He is selling wretchedly poor tea, and having trouble with his customers

Go after these customers that are rightfully yours, and sell them a standard brand of package tea like RED ROSE, a tea that ***the pedlar cannot imitate nor buy.***

One of your good clerks, with a package of RED ROSE Tea in his hand, could in a couple of days bring in orders that would surprise, and we are sure, greatly please you.

It's really worth trying.

RED ROSE TEA

"is good tea"

AIM FOR GREATER BUSINESS——

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

BANNER L&B BRAND

Lindners Limited

340 Dufferin St., TORONTO

Phone Park 2985

REPRESENTATIVES :

The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal

Western Office at Winnipeg

W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

OCEAN BLUE

is a revelation to users.

A Laundry Blue
which whitens and brightens clothes
delights every woman.

Someone once called it
" Perfection "

and that's what they want,
isn't it ?

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO.

No Bitter Flavor To These

When you hear a housewife complain that the mustard is bitter you can rely upon it that it is neither

COLMAN'S or KEEN'S MUSTARD
IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited
Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street

There is no doubt about it!

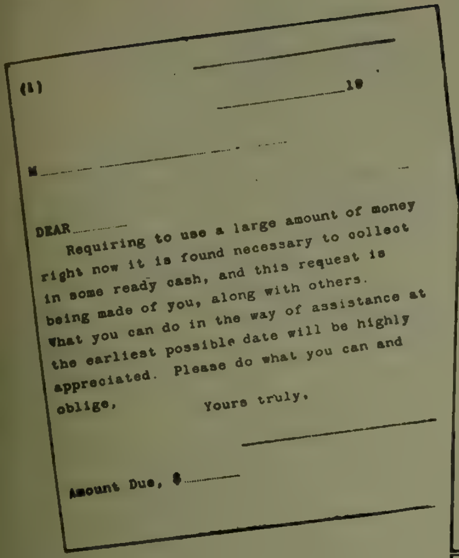
The Grocer who has a reputation for quality-service
sells

BENSON'S PREPARED CORN
for Culinary Purposes

and

SILVER GLOSS STARCH
for Home Laundering

THE CANADA STARCH CO., LIMITED
Manufacturers of the EDWARDSBURG BRANDS
Montreal Cardinal Toronto Brantford Vancouver



(1)

19

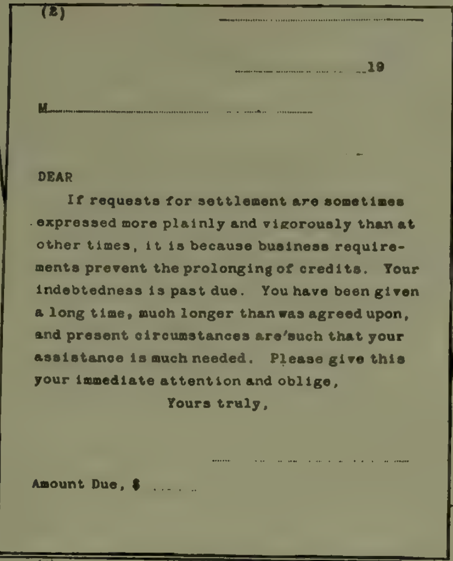
M

DEAR

Requiring to use a large amount of money right now it is found necessary to collect in some ready cash, and this request is being made of you, along with others. What you can do in the way of assistance at the earliest possible date will be highly appreciated. Please do what you can and oblige,

Yours truly,

Amount Due, $



(2)

19

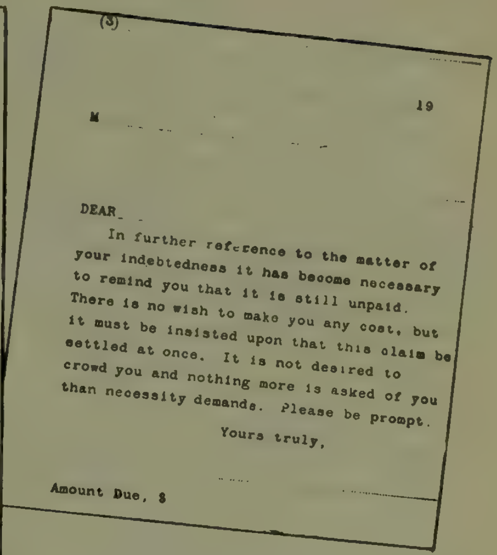
M

DEAR

If requests for settlement are sometimes expressed more plainly and vigorously than at other times, it is because business requirements prevent the prolonging of credits. Your indebtedness is past due. You have been given a long time, much longer than was agreed upon, and present circumstances are such that your assistance is much needed. Please give this your immediate attention and oblige,

Yours truly,

Amount Due, $



(3)

19

M

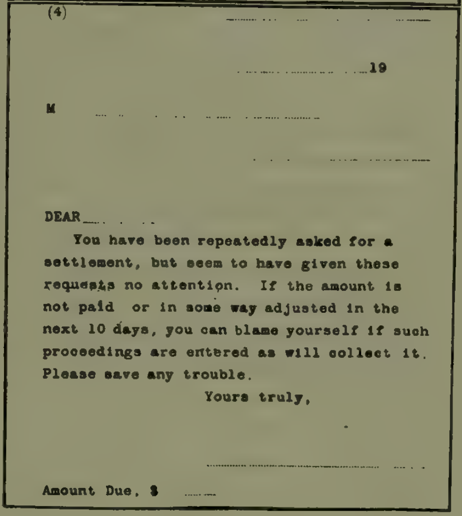
DEAR

In further reference to the matter of your indebtedness it has become necessary to remind you that it is still unpaid. There is no wish to make you any cost, but it must be insisted upon that this claim be settled at once. It is not desired to crowd you and nothing more is asked of you than necessity demands. Please be prompt.

Yours truly,

Amount Due, $

Because money happens to be a little tight is no reason why the merchant should lag in his collecting campaign. In fact, the opposite is true. He should go after his own with greater energy, because it is harder to get, and he needs it to settle his own accounts. In periods of financial stringencies, the larger corporations who have established first class collection systems suffer the least. They get after their money with tact, precision, and, if need be, force. The retailer is entitled to his own, and he should get after it systematically.



(4)

19

M

DEAR

You have been repeatedly asked for a settlement, but seem to have given these requests no attention. If the amount is not paid or in some way adjusted in the next 10 days, you can blame yourself if such proceedings are entered as will collect it. Please save any trouble.

Yours truly,

Amount Due, $

Herewith are reproduced a series of four letters that have been tried and found useful by one merchant in collecting accounts. These are numbered 1, 2, 3, 4, in the order sent out. If the first does not produce results, the second is sent out. If this is ineffectual, it is followed by the third and fourth, but in only a few instances is such the case. The majority of fairly well-to-do people will see the justice of the first two appeals, making the third and fourth unnecessary. In cases where a merchant has a large outstanding indebtedness, some such system should prove beneficial.

Speeding Up the Collection of Accounts

The System of One Merchant Who Claims He Gets Good Results—Has Four Standing Letters Beginning With a Mild One and Gradually Becoming Stronger—A Duty Which Must Not be Shirked.

The collection of accounts is not always a pleasant duty but it is a necessary one. A business cannot go on for long unless the money that is due it, is forthcoming. The allowing of debts to continue until they come within the "no good" class is the downfall of many a merchant. A man should go strongly after that which belongs to him. He knows that when his own bills come due, he has to meet them promptly and in a judicious method, he should give his customers to understand the same thing.

When a bill becomes past due and still remains unpaid, it generally takes more than one attempt to collect it. Some merchants have a follow-up system of letters for this purpose. The first one leads off mildly, but gives the debtor to understand that the amount is wanted. Gradually the letters are made stronger.

Series of Dunning Letters.

Some have a series of as many as ten letters, leading from the first mild request up to the climax. One dealer reports quite good results from a series of four letters of the same nature. These are reproduced herewith, and as they have proven quite successful by the merchant who drew them up, they ought to help others.

Just at present money is tight and many people are trying to hold on to what they have. No better time could be selected for a strong aggressive collecting campaign. By getting after money systematically, the dealer is bound to make greater headway. Spasmodic attempts are never very successful.

Sparks from Anvil at Grocers' Convention

Summary of What Was Done And Said at the Assembly of Grocers From All Over the United States—The Resolutions Passed—Clearing House Proposed to Handle All Complaints—Vegetables by Weight Recommended—Value of the Trade Paper.

In his address Arthur J. Giles, secretary of the Federation of Grocers' Associations of Great Britain, brought out the fact that there are no English grocers in poor houses there because members of the British association, when in need, are pensioned from the benefit fund maintained by the organization.

* * *

That at least one good trade paper be read by the grocer, trade discounts be taken advantage of, care exercised in the extension of credits, and the maintenance of a cost book, were points elaborated upon by J. E. Linihan, president of the American Specialty Manufacturers' association.

* * *

"The trade paper," said secretary Jno. A. Green, "has been a great factor in the evolution of retail merchandising. The retailers of the country owe much to trade journals," said Mr. Green. "While possibly the publishers have felt that they are cultivating an unfertile field, we can assure them that we fully appreciate their support and encouragement."

* * *

President Jno. W. Lux in his introductory remarks denounced free deals, urged that the confidence of the consumer was the retailer's greatest asset, emphasized the importance of fighting mail-order business persistently, making every possible effort to further suppress attacks upon the retailers where blamed for the high cost of living, and suggested the amending of the anti-trust laws to exempt retailers' organizations as are the labor unions.

* * *

One of the hot discussions of the convention came on the resolution for the appointment by the Board of Trustees of a man to take sole charge of the Trade Relations Clearing House to be established by the association. In this clearing house, it is proposed to handle all complaints of abuses on the part of retailers, jobbers and manufacturers. The resolution finally was turned over to the Board without definite action on the part of the convention.

* * *

A Question Box was conducted and among the decisions arrived at were the following:—

Co-operative delivery was declared to be practical and Beinert, of Nebraska, described the system in use in many Nebraska towns.

Asked if manufacturers should pay for window displays, the answer was "yes."

Sale of vegetables by weight was declared to be more profitable than sale by measure.

* * *

The change in the attitude of the public press toward the retailer was brought out by one speaker. The necessity of drawing a well-defined line between the jobber and the retailer so as to establish permanently which is a jobber and which a retailer, he urged, should be done at once. The successful bringing together of the organized retailer and the organized consumer could be seen in a change of tactics in some of the large cities, and referred to the co-operative sales held in Chicago last, a few months ago.

CONVENTION RESOLUTIONS.

At the convention of the National Association of Retail Grocers of the United States held recently at St. Louis, Mo., many questions, vital and otherwise, were discussed. Several of these are of interest to the Canadian trade and a summary of same will be of interest to all association workers. Resolutions were passed approving the protected selling price system; opposing the sale by manufacturers of goods protected against decline; approving the sale of meats by net weights; providing that the association confer with the National Association of Credit Men to secure a bankruptcy act that will protect the retailer; opposing the tax against the sanitary condition of store; continuing the Oklahoma City plan of assessment of states for a national fund, when such assessments are necessary; approving a plan to abandon set speeches at the next convention and turn the meeting over to delegates, and directing the Board of Trustees to continue the fight for reducing the tax on oleomargarine.

A resume of some of the important talks and discussions appear on this page.

"A knowledge of the goods handled in the retail grocery store by the proprietor of that store," said Wm. H. Ukers, "was one of the essentials that is too often entirely lacking." The successful merchant he said recognizes organization, system, a high sanitary standard and service as the necessary requirements for the conduct of a successful business. The merchant who caters to the public demand, who reads his trade paper is the one most likely to reap a profit from his business. Mr. Ukers told the delegates a valuable ally is had by the retail grocer in his trade paper.

* * *

The attacks made upon the canning industry during the past were deprecated by the president of the National Canners Association, who stated that every case of poisoning charged to the eating of canned foods had been investigated, and had in each instance been proven unfounded. Quoting from statistics, he made the statement that during the next five years, the consumption of canned foods would increase sixty per cent.

* * *

"Some of the excuses offered by the manufacturers who discriminate against the small buyer," was on declaration, "are that with the large selling expense of handling the small business, the margin of profit possible to allow the retailer was necessarily small." In touching upon the mail-order business, this man reminded that the mail-order houses of the U. S. did an annual business of $250,000,000 as against that represented by the retail merchants of the country of $3,000,000,000. If quantity price is right, he asked, who is entitled to it if not the class of merchant that sells the larger quantity.

* * *

The inter-dependence of the jobber upon the retailer and the retailer upon the jobber was emphasized by one of the speakers, and the practicability of the present system of distribution he said was being demonstrated on every hand.

"It is the jobber's duty to carry for the retail merchant the reserve stock so that the retailer may buy in such variety and quantities as he is justified by his business in doing," he said. He urged that greater interest be taken by merchants in the welfare of their towns and a full realization of the fact that proper displays in the store are essential in successful merchandising.

STORE KINKS

Ideas Helping to Build Up Business. *Time Savers and Good Money Makers.*

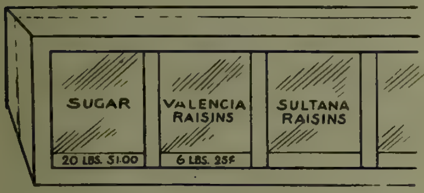
LEDGE FOR COUNTER CHECK BOOK.

For preventing all account books and tallies from coming in contact with meats on the counters in the provision department, the T. Eaton Co., Toronto, have arranged small desk shelves at a distance of about one foot above the counters. These shelves are just large enough to hold easily a salesman's check book. They are tilted slightly upward, and provided with a ledge to keep check book and pencil from falling off. As the tops of the counters are of marble, these desk shelves and supports are also fitted out in marble so as to harmonize better with the counters. This kink keeps check books and meats entirely separate and at the same time provides a definite place for each salesman to keep his book and pencil.

* * *

KINK FOR SHOWING SAMPLES.

A miniature glass-front display bin hanging in the window is one of the kinks to be seen in the grocery store of Ed. Chatterson, 652 Yonge Street, Toronto. This is about 5 feet long by seven or eight inches in depth, and is held in place by fine chains from the ceiling and the frames of the window. The idea of this hanging display is to show samples of goods, as will be observed from the accompanying cut. Last week, for instance, granulated sugar, Valencia and Sultana raisins, orange peel, walnuts, almonds and loaf sugar were shown, one sample in each of the seven compartments. The display enclosures have glass fronts, and at the bottom of each is a narrow price ticket quoting the price of each line. The samples are put in from the rear, the back of the case being operated on hinges as a door. This display fixture hangs about five feet from the window floor.



Drawing showing end of sample display case to hang in the window.

* * *

GOOD TALK TO THE HOUSEWIFE.

In a strong newspaper advertisement on canned fruit under the heading: "Purity, Quality, Delicacy," The McKenzie Co., Kelowna, B.C., make use of the following splendid talk:

"If you ask a friend home to lunch, or have some one drop in for a meal unexpectedly, there is nothing will grace the table better than —— quality fruit. The guest will have that happy, satisfied feeling which is so essential, and the housewife will be saved a lot of hurry and worry as well. Always keep a few cans on your pantry shelf."

Advertising like this is sure to get results.

* * *

ADVERTISEMENT IN VERSE.

In an advertisement which appeared recently for A. Scarsbrook, a Petrolea, Ont., merchant, the following introduction in verse appeared under the heading "The Home of Quality Groceries":

The top notch in Groceries we strive
to attain;
As we succeed our patrons gain;
When it comes to selling things to eat,
In quality and price we'll not be beat.

This was followed up by a lengthy list of groceries with prices.

* * *

DEVICE FOR EGG CANDLING.

Now that all eggs are being bought by the "loss-off" system, it is important that each merchant provide himself with some kind of candling apparatus for candling all eggs as they come in from the farmers. Several appliances of this kind are readily obtained, but the one described below is simple in construction and has been found to work fairly satisfactorily. It can easily be made as follows:—

Take a large bright tin pail similar to a 50lb. lard pail. In the bottom insert an electric light or a candle. The bright tin is altogether for reflection purposes, causing an even distribution of light in all parts of the pail. In the lid cut as many circular holes as possible, each about 1 inch in diameter.

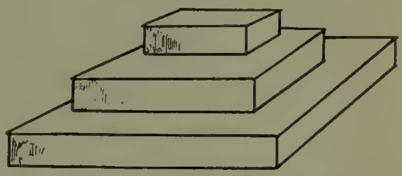
Upon receiving the eggs from the farmer place them in these holes, and should there be any black eggs, the light will immediately reveal them. The attention of the farmer can be drawn to these eggs and deduction made.

Where large numbers of eggs are bought in at one time, a few dozen can be tested (an appliance of this kind taking a dozen or dozen and-a-half at once), and an average of all taken if the farmer is unwilling to await the whole process.

* * *

WOODEN VEGETABLE STAND.

Vegetables, if left in heavy packing boxes, are often cumbersome to handle and unattractive in appearance. Working under this conception, Wm. Foster, grocer, Roncesvalles Ave., Toronto, has introduced a kink by means of which he keeps his vegetables before the eyes of the consumer in a neat attractive form, and displayed in such a manner as to attract attention.

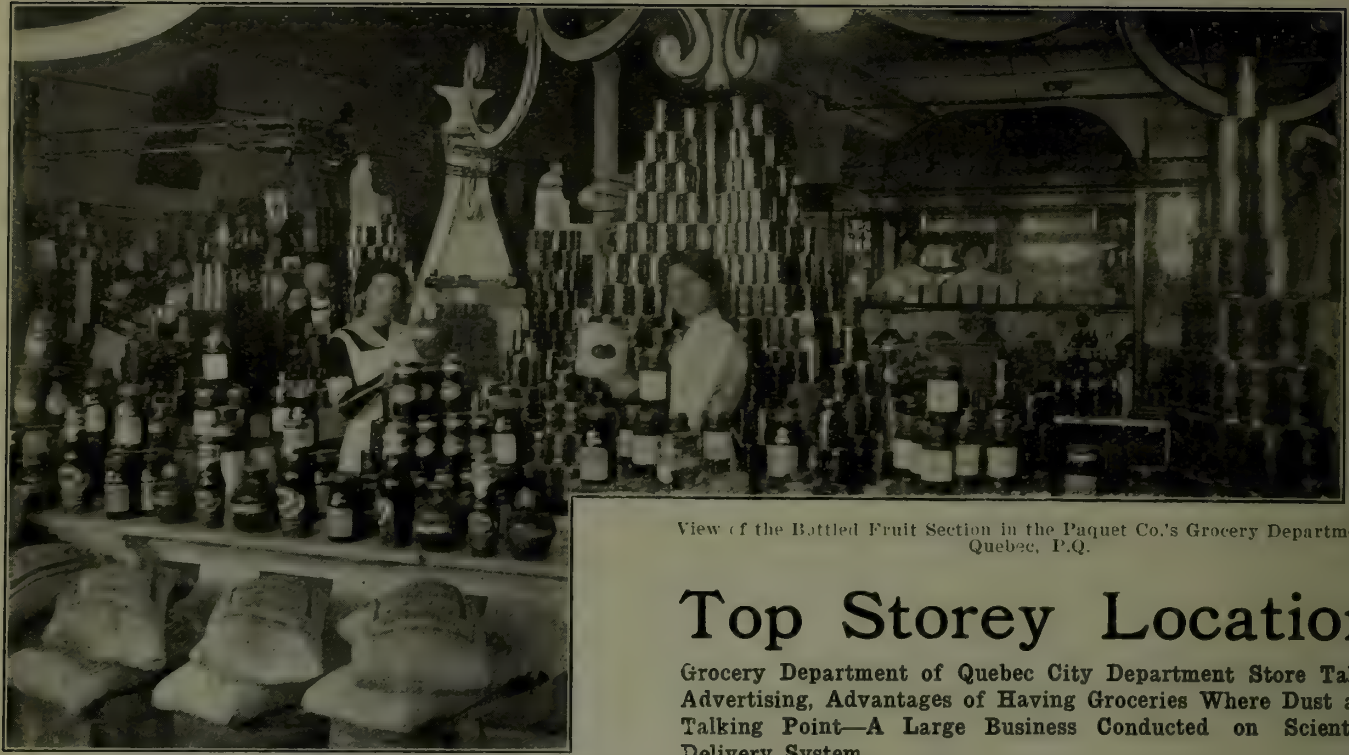


This illustrates stand on which baskets of vegetables are displayed.

In the first place, instead of keeping them in untidy-looking boxes, Mr. Foster has made use of large woven wire baskets, after the style of office letter baskets, one for each class of vegetable displayed. These baskets he has arranged on a wooden stand, as shown in accompanying illustration, so that the whole presents in finished form a pyramidical arrangement.

* * *

The Star General Store, Biggar, Sask., opened for business recently with Leo. Katz as manager.



View of the Bottled Fruit Section in the Paquet Co.'s Grocery Department, Quebec, P.Q.

Top Storey Location

Grocery Department of Quebec City Department Store Takes Advertising, Advantages of Having Groceries Where Dust and Talking Point—A Large Business Conducted on Scientific Delivery System.

ANYONE who visits the large department store of the Paquet Company, Limited, in the City of Quebec (as did a representative of Canadian Grocer recently), and makes a tour of inspection through the building, is due to get somewhat of a surprise on reaching the top floor.

The location of a grocery department up on the sky-line, when by all traditions it should be near the street, or below it, is, in itself, unusual enough, but, the biggest surprise of all is the immense size of the Department. To say that it is the largest grocery store in the City of Quebec is not sufficient. It is hard to say whether it is not actually larger than the biggest grocery store in cities with a much greater population than Quebec, which has approximately 80,000 people to cater to.

In actual measurement, this fine grocery section contains 5,400 square feet (135 x 40), and is well lighted by big windows on two sides. The reserve warehouse occupies a corresponding area on the same floor of the building, so that replenishing stocks is a very easy matter, and the labor entailed in the movement of goods is brought to the irreducible minimum.

Have Warehouses for Canned Goods.

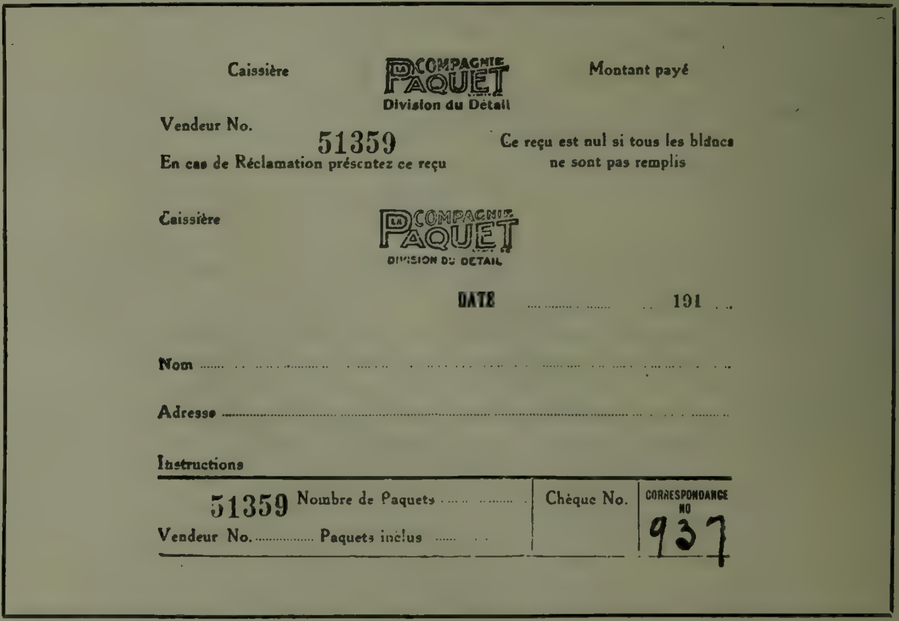
In addition to this warehouse, the Company also maintains a special canned goods warehouse on their property at Hare Point, fronting on the St. Charles River, where carload lots of goods can be unloaded easily, and stock is moved from there as required.

There are a few wrinkles known to the modern grocer that are not in operation in Paquet's grocery section. The selling power of good display is worked to the limit, and the floor space of the department is utilized to the utmost advantage in presenting merchandise in a manner that helps very materially to make quick sales.

Sample Room for Customers.

The well equipped "Sample Room" is a very noticeable feature. Here samples of all the lines carried in the department are arranged in logical order, and the customer, comfortably seated at a table, can give her order to a courteous salesman, who, can produce for her instantly a sample of any goods she mentions.

The location of the grocery department has provided The Paquet Company with a very powerful selling argument of late. Taking advantage of a series of editorials in one of the leading papers of the city, agitating against the objectionable methods of exposing foods to dirt and contamination practised by some of the stores in the city.



Caissière

LA COMPAGNIE PAQUET
Division du Détail

Montant payé

Vendeur No.
51359
En cas de Réclamation présentez ce reçu

Ce reçu est nul si tous les blancs
ne sont pas remplis

Caissière

LA COMPAGNIE PAQUET
DIVISION DU DETAIL

DATE .... 191 ..

Nom ....

Adresse ....

Instructions

51359 Nombre de Paquets .... Vendeur No. .... Paquets inclus	Chèque No.	CORRESPONDANCE NO 937

Reduced reproduction of form used by the Paquet Co. to instruct delivery men so as to prevent mistakes in delivery. A delivery receipt form is also sent out for customers to sign.

Canned Goods Section. J. Dubuc, Manager of the Department is on Extreme Right.

Increases the Trade

Advantage of Newspaper Editorials on Cleanliness—In the Dirt From the Street Cannot Touch Them, Is Made Strong Principles—Sample Room For Customers—Transfer Card and

The Paquet Company's advertising of the grocery section has featured very strongly the immaculate cleanliness of the department.

The fact that it is far removed from the street has been used as a very powerful argument in this advertising by pointing out that the dust and refuse from the street cannot possibly contaminate any goods exposed for sale. As a matter of fact, the policy of the company is to avoid exposing foods to the air.

These "cleanliness talks" undoubtedly exerted a great deal of influence on discriminating buyers of Quebec City, for the fact that the business in this department is steadily increasing shows that instead of being a disadvantage to be on the top floor of the building, the location is a big advantage on the side of cleanliness. The department itself is always spotless. The hard wood flooring is frequently cleaned by scrubbing instead of sweeping, and the particular housewife who steps out of the elevator cannot fail to be impressed by its appearance.

The department is under the management of J. Dubuc, a shrewd judge of the markets, and a firm believer in the principle of turning stocks over frequently so that the freshness of all goods can be always guaranteed. The almost entire absence of shelf-worn goods in this department is mute evidence of the good judgment shown in gauging the tastes of the consumer.

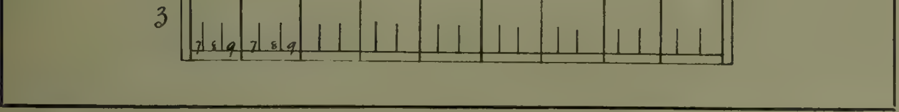
The Paquet Co. have a unique system for eliminating waste motion and time in serving their customers. By means of a "transfer sales slip" or as they term it a "correspondence slip," the customer makes her purchases in each department. As each purchase is made the salesman adds it to the customer's slip and noting the number of this slip marks same on the goods sold. These goods are sent to the delivery department where the customer can get same, or they are sent to the shipping room as advised by salesman on his duplicate slip.

In the delivery department is a series of three shelves, each of which is divided into nine compartments by vertical partitions. Each compartment is subdivided into three sections each section bearing a number. Any order is easily and quickly located in its compartment. Thus No. 987 is found in compartment "7" and sub-section "8". The last two numbers on the order are the key numbers.

When the customer makes last purchase the salesman waiting on her tears off the duplicate and sends it to the delivery department for checking purposes.

Thus by this system the customer is quickly served and the clerk's time is conserved. In delivering "C.O.D." parcels a red label "C.O.D." is pasted on the goods stating amount of "C. O.D." and the number of parcels to delivery.

The grocery department is so large that it was impossible to get a photograph of the entire department and the photographs had to be taken in sections. In fact the accompanying two photographs only represent a portion of the department. Four altogether were necessary to take in everything.



Drawing showing how goods are arranged on shelves prior to delivery. Each of 3 shelves is divided into 9 parts and each part into three sections. If for instance, the number of an order is 693 it will be found in No. 3 section of the 9th division. The last two figures are the key number always.

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.

THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

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TORONTO, JUNE 6, 1913

BUSINESS CONDITIONS.

It is true that conditions in the grocery trade are somewhat quiet at the present time, but from inquiries among the trade the fundamental basis is evidently sound, and no alarm is expressed. People have to eat to live, so that the grocery business we shall always have with us.

Wholesalers as a rule have been finding business rather quiet since the first of the year. In some months they have had increases, but in other decreases, and on the whole are perhaps breaking about even. But business, they report, has been more difficult to get and collections are not any too free.

On the other hand, there have come some splendid reports from manufacturers. One firm told Canadian Grocer that their increase has been 30 per cent. or more each month, since beginning of the year, except February, which was also well ahead. Although May figures had not been totaled as yet, the increase would be even better. Collections with this firm were just as good as usual, but this may in part be due to their excellent collecting system.

There is, however, no apparent occasion for any alarm. Both farm and fruit crops are looking excellent, and with an adequate rainfall and warm weather, yields should be unsurpassed and sound conditions would be sure to prevail.

◆

THE THREE FOR A QUARTER ILLUSION.

Many grocers have the habit of selling 10 cent articles at 3 for a quarter and 5 cent articles at 6 for a quarter without thinking whether any money is being made or not. It has become a habit with them and they simply stick to it.

Supposing, for instance, canned corn cost 90 cents per dozen. Sold at 10 cents straight, the gross profit is 30 cents or 25% on selling price. But if this same corn is sold 3 for a quarter, $1 is realized making only a 10 cent gross profit or 10% on sales. This, of course, is not sufficient to cover the cost of doing business, and every time a quarter's worth of canned corn is sold there is an actual loss of from 3 to 6 per cent. on the turnover. If 95 cents were paid for the corn and it sold at 3 for 25 cents, the gross profit would be reduced to 5%—scarcely sufficient to pay for delivery expenses.

Suppose too, laundry soap cost $4.05 a case. Sold at 5 cents straight the gross margin would be 95 cents making 19 per cent. gross profit. But if this soap is sold at 6 for a quarter, the margin is greatly reduced. It would only amount to about 11 cents on a case or less than 3 per cent. There is a difference of 16% which would just about cover the expenses in the average large store.

Before continuing the practice of selling at 6 for a quarter, etc., it would seem advisable for the dealer to stop a moment to consider what he is getting from his investment. No one wants to work for nothing if he knows it. And he should know whether he is or not.

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DEFEATING THE TEA PEDDLER.

A few weeks ago an editorial on this page dealt with the persistency of the tea peddler in getting business by house to house canvas, and pointed out that the retail grocer must study the problem closely if he is to win out. There are many in the trade who realize the necessity of aggressive methods because they are not getting tea orders from all their customers.

Why not strike the peddler at his weakest point? In few cases only is he able to maintain the quality and flavor of the tea he sells. From the methods he employs it is natural that such should be the case. Tea exposed to the air loses something in flavor or strength and seldom can it be sold twice exactly the same. At the same time it is questionable whether sanitary methods always prevail in blending and selling.

This condition of affairs is contrary to the tastes of the majority of the consuming public, and to defeat the peddler and get the trade, the retail grocer should strive to overcome it. Let the dealer lay his plans properly. He must sell his customers a tea of uniform quality and blend and must concentrate his energies to this one end.

The peddler knows that any good uniform blend of tea is the stiffest opposition he has got. One was recently heard to remark—and he is considered one of the best salesmen on the road—that in a certain Ontario town he only could sell 275 lbs. in a week whereas in another he had sold 600 lbs. from house to house during the same period. He explained that in the former the grocers were all selling uniform blends in package form, whereas in the latter those who did not understand blending tea were attempting to do so with not any too good results and all to his advantage.

Here then is one way to hold the tea trade. Sell only teas that can always be duplicated. Customers accustomed to purchase tea of various flavors and blends are liable to kick over the traces at any time and to buy from the first peddler who knocks at the door.

◆

THE CANNED GOODS SITUATION.

Apparently there are quite a number of grocers who have heavy stocks of canned peas yet on hand, as well as some wholesalers. Last year there was considerable speculation in peas on account of the short crop and many in the trade stocked up fairly heavily.

It will be remembered, Standards opened at $1.25 last August and at this price have been selling around 13 cents. Some retailers are sacrificing their stocks at about invoice cost, so as to have the decks cleared when new prices come in, even if they have to sell at a loss. It would seem that these heavy stocks would have the tendency to hold opening prices at a lower level than year ago.

Canned corn and tomatoes are likely to be pretty well sold up before arrival of the new pack, which is not due until late in the year. Canned gallon apples, however, are different. Opening prices on these last year were about $2.50 per dozen. The other day an Ontario grocer bought them at $1.50.

If crops are favorable this year to fruits and vegetables, it is quite possible we may see comparatively low opening prices on several lines.

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AN IDOL SHATTERED.

Large Canadian daily papers and many individuals have been ranting and roaring of late about what parcels post would do in bringing the producer into closer touch with the consumer. That the former would make more money and the latter would save the profits of the middleman, was their universal cry.

In the United States they have had parcels post since January 1. Many of the leading newspapers over there offered the farmers their advertising space to find customers in the cities for their butter, eggs and such other stuff as they could send by parcels post. These newspapers have now discovered that the farmer wanted more for his products than the prices the city consumer could buy them for at the retail grocery stores.

The idol of these papers have been shattered. They have discovered that the consumer is going to buy in the cheapest market, quality being equal and service better, no matter what protestations or appeals wise editors may make. These daily papers have rapidly dropped the cry of extortion raised against the middleman, and in fact, one of the large Chicago papers has printed a scathing rebuke to the farmers in connection with the withdrawal of their offer of advertising. The result is the retail trade in the United States is having a quiet smile over the whole proceedings.

And conditions in the United States are much the same as they are here.

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A PUBLICITY BUREAU.

The National Canners' Association of the United States have a system whereby statements made in the daily press regarding ptomaine poisoning by canned goods are carefully investigated. All items of this character are clipped and passed on to the secretary who immediately gets the investigating machinery in working order. In practically every case, it has been found that the illness was not in any way due to eating canned goods.

Why should not retail associations follow this plan also? Items appear in the daily press every day misrepresenting the retailer. He is often accused of making extortionate profits, of increasing the cost of living, of holding up prices and doing almost everything else contrary to moral and commercial laws.

If the retail association had an inquiry or a publicity department to look into all these reports, and, where found to be untrue, to see that the papers publishing them made retractions, the trade would be considered in a better light by the ignorant public. The masses do not understand the methods of conducting a retail business. No one understands these but the retailer himself. He then, is the man to see that his business is protected from the false and misleading statements so frequently made in the public press.

The past president of the Retail Merchants' Association of Ontario in his address at the convention some time ago suggested a publicity bureau along the above lines. It would seem advisable for every association to look into this question.

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STUDY FINANCIAL STATEMENT .

One frequently gets a new idea on accounting by studying the financial statements of large joint stock retail firms and mail order houses. Recently, for instance, the annual report of Murray-Kay, Limited, Toronto, for the year ending Jan. 31 was published which showed some interesting figures and indicated some interesting conditions.

While the gross profit on sales were larger than the previous year yet the net profit was less on account of a large increase in expenses. The report showed a gross profit on sales of $651,889 as against $631,760 the year before, which was the first year of combined operations of the former Murray & Kay businesses.

The expenses were $27,000 heavier, so that the net profit for the year dropped from $212,241 in 1911 to $204,375 in 1912. This is practically 14 per cent. earned on the preferred stock as against the seven per cent. paid. The profit for the year was appropriated as follows: To reserve for bad and doubtful debts, $5,473; to reserve for depreciation, $6,282; to written off catalogue account, $20,000; to organization expenses written off, $5,000; to dividends Nos. 6, 7 and 8, $77,096.25; to reserve for dividend No. 9, $25,698.75; to balance to surplus account, $64,825.80. Total, $204,375.

◆

EDITORIAL NOTES.

If money is tight, there is all the more reason why a debtor should get after his own.

* * *

The woman will go to the top storey for her groceries if the invitation is strong enough.

* * *

There are now three distinct classes of eggs viz., newly laid eggs, fresh eggs, and eggs.

* * *

Attack the tea peddler at his weakest point and he very likely will succumb sooner or later.

* * *

By "putting the punch" into the writing of the ad. copy, the reader's attention is easily secured.

* * *

Now that eggs are to be bought and sold on a quality basis, will there be any bargain hunters after the remnants?

* * *

Some dealers are talking of eggs being sold on a weight basis. Then the hen that lays the big egg will come into her own.

* * *

One of the "Great Illusions" in the grocery store is selling a 90 cent article at 3 for a quarter and thinking a fair profit has been made.

* * *

With the month of June comes the opening of the camping season. The grocer should see that the picnic baskets are well filled with goods from his store.

The Parable of the Lady and the Grocer

Getting after that Elusive Thing, "The Trade of the Town"—How much is Sometimes Desired but how Little is Willingly Paid for—The Peculiarities of Some Human Beings—Better Day Dawning for Personal Credit.

*By Henry Johnson, Jr.

Once upon a time there was a grocer, who enjoyed a nice trade. He had a nice store—the best in the town. Time passed and the grocer planned a new store, far finer and better than any in the city.

The lady was the grocer's customer—that is for most things. She liked fine goods, especially fine fruits and vegetables, and these the grocer kept; so she bought most things from the grocer.

The lady was very enthusiastic about the new store while it was a building. One day she said to the grocer: "Oh, Mr. Williams, if you will only do all the nice things you say, your new store will be a beauty! Then if you will only put all your clerks into white coats—why—why, Mr. Williams, you will have the trade of the town!"

Planned on Modern Lines.

The grocer was more than seven years old, he knew a thing or two, so he did not swallow quite all of what the lady said; still he had some pleasure in thinking that part of it might be true. He did not go the whole hog, but he went pretty near it. He laid out his store on the most modern lines. Not the least features were the big windows which showed up the entire interior of his store; and the tile floor. The windows had the effect of placing the interior right out in the street, so that the store had to be kept clean.

So every night the grocer employed a janitor who came in after business hours and dusted the entire store, also mopped the floor so it shone—not a speak of dirt or dust anywhere!

Whenever the lady came to the store, she admired it very much. She liked it so much as it was that she did not mention the white coats—which were not there. But the grocer noticed that he did not get all her trade. The green goods end of it was satisfactory, but canned peas and other staple goods were not included. So he made inquiry and found that she was buying those at another grocer's where she thought she was getting them cheaper.

After a time, the grocer missed the lady's orders for a considerable period.

Found Price Difference.

Being a busy man, he did not inquire at once why the lady no longer favored him. But one day he did ask and the lady told him she had "been looking around" and she found that often his price on asparagus and some other things was as much as two cents a pound higher than what "some of the little stores" charged for it. Other things, so the lady said, were equally high at the grocer's, "and you know that all those little things mount up into quite a big sum in the course of a year."

The grocer said he had nothing to say about prices, other than that he knew what it cost to run such a business and render acceptable service; that in his big business he needed to have certain steady supplies; that, therefore, gardeners came to his store first thing in the morning, so that he might always have those special delicacies; that the gardeners going home might, and probably often did, sell to other stores whatever they might have left for less than the grocer had paid—yet the goods be just as good as his. So the best he could hope to do was to continue to make his store headquarters for the best at all times.

Some Questions Not Asked.

The grocer was a wise man, who knew the value of silence; so he did not ask the lady whether she had visited the cellars of the other stores where things were cheaper; nor did he ask whether those stores were always clean looking—free from dust and dirt even on the surface—No, he did not ask this.

Also, being wise, he did not ask why the lady did not buy her canned peas of him; why she did not inquire to find whether he did not sell those same peas at the same price as the other grocer asked. No, even though he knew that he DID sell as cheaply as the other grocer, he said nothing—out loud.

Again, being wise, he did not point out to the lady that it was her duty to support a progressive store, where great effort was made to safeguard the cleanliness, the sanitary condition of her foods, and that it might actually pay her to spend a little extra even on asparagus to insure and perpetuate such cleanly conditions as he had inaugurated.

An Analogy Undrawn.

And finally, being wise, he did not point out to the lady that there was just as much difference in the value of his fine store and service as there was between her fine house on the hill, overlooking the lake, and a shanty located on the marsh; nor that the lady, with her income of thirty or forty thousand a year, would not miss the few cents necessary—if the actual necessity did exist, which fact he could question—to insure the continuance of his better store and cleanly service.

No, being wise, he merely said a few things which need not be repeated here, ending with "What's the use?"

And being a philosopher as well as a wise man, he formulated the following axiom: "Much is wished for and demanded, but the cost thereof is generally protested."

Let us echo his closing thought on this episode, giving due credit to puck: "The poor being always with us, it is pleasant to reflect that they are much more tolerable than the rich."

Securing Money Easier.

I am inclined to think that a better day is dawning in the matter of personal credit. Years ago it was a delicate matter to dun a man—or a woman—and to really ask anyone for money was to give lasting offence.

That is the way it looks to me, as I glance back over the years during which I made many enemies through my insistence on the prompt liquidation of monthly bills. During those years my one consolation—and I admit a very tangible and satisfying one—lay in the fact that my credit losses were as light as those of a wholesale grocer. It was pleasing to reflect that, though many did not like Johnson, Johnson's losses through uncollectable accounts were less than two-fifths per cent.

Agreement Before Opening Account.

Nowadays all that is changed—at least in our town. Now we advertise that "Accounts of responsible parties are solicited," and when the parties apply for credit we make a frank examination of references, etc., before opening the account.

We are perfectly free to state the terms on which we expect to deal. This is a common way for me to talk: "Yes, Mr. Watkins, we certainly want all the GOOD credit we can get. We are, in fact, hungry for that kind of business and steadily solicit such. We want your business. Our only insistence is that the bill must be paid JUST AS AGREED—between the first and fifth of the month succeeding that in which purchases have been made. We send your bill to you promptly the first of each month. It is due then, and we must have the money promptly."

What is the general, present-day experience?

---

*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.

Current News of the Week

Quebec and Western Canada.

Pellerin & Frere, grocers, Montreal, have registered.

Alex Grant, grocer, New Glasgow, N.S., died last week.

Chas. Beach, general merchant, Chamcook, N.B., sustained loss by fire recently.

E. A. Britton, general merchant, Windsor, N.B., is succeeded by W. E. Forrest.

The Ruthman Packing & Provision Co., Montreal, has been granted a Dominion Charter. T. B. Lyons is among the incorporators.

W. T. Robson, of Montreal, now general advertising agent for the C.P.R., and formerly representative of The Canadian Grocer in New York, was in Lindsay last week attending the golden wedding of his father and mother, Mr. and Mrs. W. M. Robson.

Prof. E. E. Prince, fishery commissioner for the Dominion, was in St. John, N.B., last week, after having attended the sessions of the Shell Fish Commission held at Moncton. The commission will present its report in the near future, and will recommend government assistance for more advanced oyster culture and approval given of the policy of leasing government areas for oyster fishing to private parties.

Ontario.

Albert Heller, a Berlin, Ont., grocer, died last week from pneumonia.

Louisa Jecks, grocer, Swansea, Ont., is succeeded by Frank Williams.

N. A. Hill, grocery broker, Toronto, Ont., has returned after a trip through the West as far as Edmonton, Alta.

P. C. Larkin, of Salada Tea Co., Toronto, is on a trip to the Old Country, accompanied by his wife and daughter.

Wm. Charles, of the W. G. A. Lambe Co., grocery brokers, Toronto, is taking a week's holiday in Niagara Falls, N.Y.

The Palmoline Soap Co., Toronto, are engaged in installing machinery in the plant they purchased recently on George St.

W. H. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, Ont., was in Chatham, Ont., last week, on business.

Kerr & Bird, general merchants, Wingham, Ont., have dissolved, the business to be carried on in future as John Kerr & Son.

C. H. Crysdale in the grocery business in Oshawa, Ont., until recently, was a visitor to the Toronto office of Canadian Grocer on Tuesday.

Instantaneous Cleansers, Limited, have been granted a Dominion Charter to manufacture shoe polish, metal polish, etc. The head office is in Toronto.

E. J. Ryan, London, Ont., has joined the selling staff of Balfour & McLaren, wholesale tea dealers, Hamilton. He was formerly with R. Simpson & Co., Hamilton, and in his new position will cover the same territory.

Charles Finlay, of the firm of Finlay & Glover, Port Stanley, Ont., has been appointed manager and secretary treasurer for the Port Stanly branch of the Producers' Fish Company to succeed S. B. Elson, who has resigned to re-enter the Sterling Bank.

An issue of bonds amounting to one million of 6 per cent. first mortgage bonds of the Dominion Canners is made in connection with improvements and additions to plants, costing about $1,500,000. The Dominion Bond Company purchased the bonds.

R. G. Bowie, of Gorman, Eckert & Co., Ltd., London, Ont., has recently left for a trip to Spain in the interests of their olive and pimento business. It is Mr. Bowie's intention, while abroad, to visit France and Italy in connection with their olive oil importing business, and to return by way of Great Britain.

A quarterly dividend of 1 per cent. on the common stock and a bonus of 1 per cent., payable July 1, has been declared by the directors of the Shredded Wheat Company. As a 1 per cent. bonus was paid in January, the present action places the common stock on a 6 per cent. basis for 1913. In 1912 the company paid 5½ per cent., paying a bonus of 1 per cent. in January and ½ per cent. in July.

Beginning last Monday, June 2, the T. Eaton Co., Toronto, shortened the working hours of their employees. The hours now are from 8.30 a.m. to 5 p.m., and from Sept. 1 to June 1 they will be from 9 a.m. to 5.30 p.m. The Saturday half-holiday extends from May until end of September. Formerly the hours were from 8 a.m. to 5 p.m. About 6,500 employees will benefit. The company claim that the shopping public as a rule do not come down town in numbers between 8 and 9 o'clock, but that business always picks up after nine. The delays of street cars is another reason for the change. The system in the T. Eaton store alone must be responsible for making possible the cutting down of working hours.

The Toronto office of Canadian Grocer had a visit on Tuesday from an old friend in the person of John Forsyth, a Dartmouth, N.S., grocer. In his native town he trades under the name of Forsyth, Jr., and is well known to the Canadian trade as being one of greatest believers in the value of newspaper advertising and one of the best retail writers of same. Several of his advertisements during recent years have been reproduced in Canadian Grocer. Mr. Forsyth is west attending the Presbyterian congress in Toronto and before leaving for home will visit Buffalo. He makes these trips to Ontario periodically, the last time being some three years ago when he attended the National Exhibition. From what Mr. Forsyth says, the Eastern trade as well as other parts of Canada has its competitions in co-operative societies and chain stores.

Western Canada.

McCoy & Wiggins, grocers, Calgary, Alta., have sold their business.

The Minard Trading Co., Minard, Sask., opened for business on Monday.

S. Schachter has opened a grocery department in his store at Rosetown, Sask.

Chas. Lamont, of Detroit, Mich., will erect a soap factory in Weyburn, Sask.

The first general meeting of the shareholders of the W. H. Escott Co., Ltd., was held at the head office of the company, 181 Bannatyne Ave., Winnipeg, May 10th, for the purpose of passing of by-laws, election of officers of the company and other business. W. H. Escott was elected president and managing director; Dr. John Hutchinson, Vice-President and T. C. Dawson, secretary & treasurer.

Manufacturers and retail dealers of Edmonton, Alta., co-operated with the Board of Trade in the made-in-Edmonton exhibition, May 23 to 31. Twenty-nine industrial firms were represented, the manufactures ranging from cigars to building materials. F. T. Fisher, secretary of the Board of Trade and the Edmonton Wholesale Merchants' Association, reports that the show was an unqualified success in every way, as it was the means of acquainting thousands of residents in Edmonton with locally made goods.

CATALOGUES AND BOOKLETS.

Theo. J. Ely Mfg. Co., Erie, Pa., are distributing a leaflet in Canada illustrating their automatic mop wringer and galvanized iron bucket combined

Writing Ad. Copy to Get Readers' Attention

Important Part Played By the Heading and Introduction and the Lay-Out—Should the Name be Placed at Top or Bottom?—Criticism of Various Retail Newspaper Advertisements Reproduced on Opposite Page.

By R. W. Miller.

"We all learn either by our own mistakes or the mistakes of others," and this truism holds good in a variety of things of which ad.-writing and laying-out the design for the printer to follow, is one of the big things.

In recent issues have appeared articles on attractiveness, the value of white space, borders, types, signatures, etc., and though much more can be said along these lines, stress will be laid a little more this week on these important phases—the heading and reading matter with arrangement thereof.

The three column ad. of Woodside's of Saskatoon, Sask., in the collection on opposite page, gives little chance for criticism. The heading though probably a trifle light is a statement that will get the attention of the housewife while the supplementing sub-head is also good though it might have been improved if the four rules had been omitted. The ad. as a whole is nicely arranged and each line is backed up with a statement telling something about it. The type also is a good face and the same style was used throughout. An ad. with a variety of types is never attractive.

* * *

In the A. B. Johnston Co. (Nanaimo, B.C.) ad. a number of suggestions might be made. With rare exceptions it is never good policy to put the name of the firm at the top of an advertisement. The name, except in a few cases, will not induce probable customers to read an ad.; a convincing heading must do that. If the heading and the supporting statements convince the buyer, he will come to the store and therefore the more important thing is to make the goods appeal to the prospect. Suppose the portion of the ad. above the words "Specials" had been put to the very bottom and some of the unnecessary rules omitted and the heading instead of reading just "Specials" put something like this "For your next meal get some of our fish or meats at Special prices," the drawing force of the ad. would be improved considerably. The name and underline could be reduced somewhat in size, merely keeping it in balance with the heading.

* * *

The West-End Grocery Co. (Victoria, B.C.) ad. would also be improved by putting the name to the bottom and the two feature articles Bacon and Ham put above the other less important items on the list. Some ad. critics would also be inclined to pass a criticism on the length and style of the introductory paragraph. This could, no doubt, be made more effective if the line of talk had been more directly on the goods. For, as already stated, the goods or prices must appeal to the purchaser. This advertisement is, however well laid out.

* * *

The fish advertisement of Reid & Haddock (Regina, Sask.) is a very bright little ad. for small space. The heading "Just Arrived" seems to be a trifle common and might have been made a little stronger if the word "Fresh" had been included, making it read something like this "FRESH from the Water" and then continued on with 'A Shipment of Fresh Lake Trout has just arrived," etc.

* * *

The brevity of the heading in Beer & Goff's (Charlottetown, P.E.I.) Olive ad. will also bear a similar criticism. "A tempting list of Olives" for a heading would probably have made the appeal a little stronger and as a still further improvement some critics would be inclined to suggest the quotation of prices in a list of this kind.

* * *

A heading such as "They taste better in Early Spring" and a quotation of prices would probably be advantageous supplements to the ad. of H. T. Murray Co.

* * *

The 'name' and 'grocery store' at the top of the Neil McPhee (Parkhill, Ont.) ad. should be eliminated. The heading "Potatoes" is somewhat incomplete and would have been improved if something had been said about quality. The shortness of some of the lines makes the edges of the reading somewhat zigzaggy which is not pleasing to the average eye. If about three-quarters or an inch of white space had been allowed between the reading matter and the border, the lines of reading matter in the centre would have been more complete making a neat little square of selling talk in the centre with the white space to make it stand out.

* * *

The ad. of W. H. Scroggie, Limited, contains a lot of interesting things for the average housewife. It seems to the writer, however, that the whole thing is a trifle crowded, a little smaller type might have been used in the most of the display or an extra column of space would have relieved the solidness. In an ad. of this kind, if the prices are attractive enough, as they appear to be in this instance, the interest of the housewife will be obtained. A closely crowded ad. in many instances is inclined to look heavy to the average reader and rather than wade through the whole of it, it is sometimes not read at all. In a big ad. it is always desirable to relieve the monotony and make things appear short and snappy. The Scroggie ad. is interspersed with suitable cross lines but sufficient white space is lacking to give a good effect. When running a general ad. it is considered better copy to group together all eatables and keep together all articles like soaps, washing powders, etc. It is not necessary that they be classified under separate headings, merely keeping them together. Since 'Scroggie' is a well-known name in Montreal, it maybe that their ads. are always read by many whether the copy is laid out according to Hoyle or not, and a person not familiar with the name might be inclined to rest his eye on a more attractive space.

◆

FORMING EGG CIRCLES.

To improve the quality of eggs as they leave the farm, to do away with the practice of holding eggs both on the farm and in the country store and to afford a medium for collecting and marketing eggs in any community, frequently and regularly, are the aims of the Live stock Branch of the Department of Agriculture of Ontario, in advocating the formation of co-operative egg circles. Through the system proposed it is the intention of these egg circles to insure to the consumer a new laid egg of uniform quality at a reasonable price. Before joining the association each member must agree to stamp each egg he sends out with his own private mark. Thus every egg may be identified when graded, and payment made to the original holder strictly according to quality.

Grocery Prices That Please the Most Economical

Woodside's Week-end Specials in Seasonable and Wantable Lines

HONEY
California Strained Honey, absolutely pure
Glass jars, each – 30c
Comb Honey, section 35c

STRAWBERRIES
Strawberries, fresh from the south. Nice ripe stock in full quart boxes.
Special per box – – 30c

CASTILE SOAP
Splendid quality of this purest form of soap, in 2 lb. bars, each – 25c

YOUR SUNDAY TREAT
Melba Chocolates, just arrived, so are perfectly fresh. Regular 50c line. Twenty different varieties – Special, lb. 40c

FRUIT and VEGETABLES
Florida Grape Fruit, good size 2 for – – – – 35c
Navel Oranges, sweet and jucy, dozen – – – 50c
Fancy Table Apples, 3 lbs. 25c
Celery, large California, bunches, each – – – 20c
Rhubarb, fresh in, lb. – 10c
Lettuce, Cucumber, Ripe Tomatoes

BISCUITS AT 15c Lb.
A real nice assortment of Fancy Biscuits.
Special, lb. – – 15c
Cocoanut Macaroons, lb. – – – – – 15c
Fancy Macaroons, lb. 60c

JAMS
Pure Jams in five pound tins, all flavors.
Per tin – – – – 85c

BUTTER
Fresh Creamery Butter
3 lbs. for – – $1.00

OLIVES — OLIVES
Here you will find the largest assortment in the city, both in size of Olives and size of bottle, at purse-pleasing prices. Stuffed or pitted. 2 bottles for 25c up to $2.25 gallon

FRESH CREAM DAILY

SPECIAL PICKLE PRICES
Sour Pickles, in bulk, quart 25c
Sweet Mixed Pickles, quart 25c
Sour Pickles, in gallon jars each – – – – – – 90c
Steven's Old Country Pickles, in large sized bottles – 35c

126
Second Ave.
North

Woodside's
WHERE QUALITY COUNTS

Phones:
2195
2743

JUST ARRIVED

A SHIPMENT OF

Fresh Lake Trout weighing 1 1-2 to 2 lbs. each, per lb. 18c

Fresh Caught Halibut, Salmon, Cod, Digby Herrings and Smelts always on hand.

Fresh Celery, Parsley, Cucumbers, Tomatoes, Cauliflowers and Rhubarb.

Fresh Eggs Daily.
Large Baskets, suitable for Clothes Baskets, each 15c

Reid & Haddock

1705 SCARTH.
Phone 1.8.

O-L-I-V-E-S

We have just received a fresh shipment of OLIVES which are without doubt the finest in the city.

5 oz. Rd. Manzanilla Olives
5 " " Pimento Olives.
5 " " Celery "
5 " " Celery & Pimento
5 " " Nut
6 " " Elite
8 " " Queens
8 " " Pimento
8 " " Celery
8 " " Ripe
10 oz. Club House
10 " Manz. (stuffed with Manz.)
16 " Rd. Queens
16 " Imp. mixed (Celery Pimento & Nut)
28 " Manzanilla
32 " Spanish Queen
32 " Imperial mixed
See our window display

Beer & Goff's

SEE OUR REGULAR AD. ON PAGE 13

Scroggie's GROCERIES

REDUCE YOUR COST OF LIVING

PINEAPPLES from Cuba

Our patrons will remember our former big Pineapple Sales
RED SPANISH PINES from Cuba, regular 15c each, (large size 15c each) **2 for** **19c**

BUTTER

Eastern Townships Creamery Butter, fresh made and sweet, per lb.... **29c**

EGGS

Strictly New Laid Eggs, none delivered—none C. O. D. (limit 1 dozen) doz **25c**

GRANULATED SUGAR

BEST WHITE GRANULATED SUGAR, 20 lbs. in Cotton sacks.................. **92c**

Green Mountain Potatoes $1.00

90 Pound Bag, for......................

SUNLIGHT SOAP, 6 Bars 26c

COMFORT or QUEEN'S 25c

Laundry Soap, 6 Bars..................

PORK AND BEANS 11c

Plain or Sauce, 3 lb. cans..................

Read Each Item. Secure the Bargains.

Two Great Teas are:
Exclusive Blend, lb. 40c
B. O. Pekoe, lb. 30c
Scroggie's Standard Blend, lb. 35c
3 lbs 99c
Pure Marmalade or Jam, 5-lb. pails 47c

COFFEE.
Princess, 1 lb boxes 23c
Breakfast, 1-lb. canisters 37c
Strathcona, 1-lb. canisters ... 29c
Special (loose), lb. 27c
Extra Special M. and J., lb 38c
Ground by electric mill, Full flavor retained.

COCOA.
Dutch (loose) regular 30c per lb 25c
Fry's Concentrated (the king of all) tin 25c
"Lily Brand" Marmalade, 1 lb cans 25c

IMPORTED JAMS.
1-lb. jar, 25c, 2 for 45c
[illegible] Jams, 2 jars 39c
Millar's Marmalade, 2-lb... jars 30c
Imported Marmalade, 1-lb. jars 16c
Jam and Marmalade, 12 oz. jars, each 11c
Worcester Sauce, 2 bottles 25c
Salad Dressing, bot. 15c and 35c
Leslie's Imported Sauce, extra good, bot. .. 8c
Salad Oil, bottle 15c, 25c, 30c, 45c
Olives, 35c bot. – 28c
Currie Powder, reg. 15c, 2 bots 23c
Celery Pepper, reg. 15c, 2 bots 25c
Camp Coffee, bottle, 20c and 30c
Yorkshire [illegible] bottle 20c
Imported Jams 7-lb. pails ...... [illegible]

Strathcona B. Bacon, sliced, lb .. 25c
Best W. Bacon, by the piece, lb . 22c
Pure lard, lb .. [illegible]
Strathcona Flour—
7 lbs .... [illegible]
12 lbs .... [illegible]
24 lbs. .... [illegible]
Graham Flour or Oatmeal, 6 lbs . 25c
Grape Fruit, 4 for 35c
Grape Fruit, 6 for 25c
Evap. Apricots, lb. 18c
Evap. Peaches, lb. 18c
Ammonia or Gold Dust Powder, 6 pkts. 25c
Norwegian Sardines, reg. 15c, 2 for 19c
Herrings—Plain or sauce 2 cans 25c
Mixed Pickles, 2 bottles for 29c

EXTRA SPECIAL.
There is a treat in store for you if you try our Broken Orange Pekoe Tea, lb 29c

"Old Dutch" Cleanser 3 cans 25c

BOVRIL (in Bottles) 27c

2 Oz. Bottles, regular 35c, for ....
2 for........ ...50c

MAGGI SOUPS from varieties in stock, 7 pkts. 25c

CHOICE TOMATOES 25c

3 lb. cans, regular 15c, 2 cans for ....
Dozen $1.45

St. Charles Evaporated Milk, can 8c...... .. dozen 95c
French Peas (Moyens,) .... can 9c
Dozen $1.05
Choice Salmon.. Regular 13c, ... 1 lb. can 9c
Rolled Wheat .... 6 lbs. 22c
Rolled Oats .... 6 lbs. 19c
Table Salt. Regular 10c .... three bags 19c
Strathcona Corn Starch. Regular 9c pkt... four for 25c
Tomato Catsup,.. 25c bottle 19c
Sherriff's Quintessences, all stores 25c bottle 19c
Imported Jams—Clark's or P. Wood's. Reg. 25c jar,............................ for 19c
Egyptian Onions .... six lbs. 19c
Seeded Raisins. Regular 15c pkt. .... two for 19c
Fresh Prunes Regular 11c lb. .... three lbs. 23c
Fry's Breakfast Cocoa, ½ lb tins. Reg. 25c .. for 19c
Exclusive Blend Tea, is O.K., ... ½ lb. 19c
Lipton's Tea, "Blend B." Reg. 45c ... ½ lb. tins 19c
Cream Corn, can 9c... .... dozen $1.05
Green Beans, can 8½c .... dozen $1.05
Campbell's Soups, 30 kinds......... three cans 33c

W. H. Scroggie
Limited

Corner of St. Catherine and Peel Streets

Prompt Delivery Our Specialty. :::: *When in a Hurry, Phone 16*

A. R. Johnston Co., Ltd.

The Busy Corner and Store that Serves You Best.

SPECIALS. SPECIALS.

30c. O. & B. Kippered Herring, 2 tins 45c
25c. O. & B. Fresh Mackerel (tins) 20c
15c Clams, per tin 10c
25c Top Brand Oysters 20c
25c Lobster N. B. Brand 20c

Norwegian Sardines, per tin 10c
Melton Mowbray Pies, each 50c
Dell Pickles, per doz. 40c
Pigs Feet, each 5c
Potted Meats, each 15c
Kippered Herring, 2lb 25c

Don't Forget Our Hardware Department—Lawn Mowers, Rollers, Garden Hose, Sprinklers, Wall Tents, Camp Stoves and Hammocks

AT OUR WHARF—Builder's Supplies, Lime, Cement, Fibre and Bricks. Feed and Grain—Ask for Our Prices.

Strawberries

Came in very fine last week and have ordered again for Saturday and will try to have them all next week.

Tomatoes

Have been very scarce but have ordered some for Saturday also a basket of Hot House Tomatoes.

Celery

Very scarce but have ordered for Saturday, also other vegetables.

Navel Oranges

A fresh lot just in and they are very fine.

The H. T. Murray Co.
LIMITED

Telephone 134.

King Street, Opp. the Revere House.

Also Coal, Wood, and Charcoal.

Phones
28, 88 and
1761

"WEST-END" GROCERY CO., Ltd.

TO THE LADIES

Not That We Blame Women

We admire them for their natural keenness and foresight in deciding upon the "WEST END" as THEIR store. Often they do not know how great the power they wield, power to make men strive for the worthiest, aim for the highest, rise on the stepping-stones of their dead selves to the comfort and luxury of pure and wholesome Groceries at moderate prices.

We have just received a shipment of Beck's genuine imported Lager Beer from Germany, at

Pints, per dozen.................................... $2.00
Quart, per dozen.................................... $3.00
Fine Fresh Cauliflowers, each, 15c, 20c........... 25¢
Fine New Potatoes, 4 lbs .... 25¢
Fresh Local Rhubarb, 5 lbs .... 25¢
Fresh Green Peas, lb .... 10¢
Fine Hothouse Tomatoes, lb. .... 35¢
Large Navel Oranges, dozen, 40c and.............. 50¢
Head Lettuce, large, 3 for .... 25¢

FINE WILTSHIRE BACON, lb .... 45¢
FINE YORKSHIRE HAM, lb .. .. 45¢

Corner Government and Broughton Sts.

McPhee's Grocery Store.

POTATOES.

We received a carload of New Brunswick Potatoes and are now able to fill your potato order.

Mixed Pickles in Bulk

Sour Mixed, per quart, 20c., Sweet Mixed, per quart, 30c., Mustard Pickles, per quart, 30c.

Jell-o—a Jelly Powder

Delicate, Delightful, Dainty, 10c. per package, 3 for 25c., in all flavors.

Brooms

Special value at 25, 35 and 40c. Whitewash Brushes, Stove Brushes, Shoe Brushes and Scrub Brushes.
Ailsa Craig and Lucan Flour.
We have on hand 100 bags of Redpath's Granulated Sugar. Now is the time to place your order.
Bananas, Oranges, and Lemons.
Coal Oil, 18c. per gal., 5 gallon lots, 17c per gallon.

Neil McPhee,
The New Grocer.

Some samples of advertisements run by retail grocers in Canadian newspapers. These are all reduced from their original sizes about one-half, and are criticized on opposite page.

Association News

Secretary Miller, of the Ontario Retail Grocers' Association, reports many applications from clerks for positions. Letters from grocers seeking clerks are, however, scarcer, and he is anxious to hear from any who desire help, as he believes he can readily fill many such positions. He states that on the list are several likely young men, and asks, therefore, that any grocer requiring a salesman write or phone him at once. There is no fee as yet attached to the Employment Bureau. His address is 632 Yonge Street, Toronto.

The grocers in an Eastern Ontario town have been having considerable difficulty lately in connection with a co-operative store buying sugar by the car load. The matter was reported some time ago to the secretary of the Ontario R. G. A., and a strong endeavor has since been made to determine where the sugar was purchased.

* * *

Recently a carload came through with certain initials attached to the bill of lading, apparently those of the shipping firm, and these were passed on to the secretary. They were suspected to belong to a certain firm in Eastern Ontario, but when Mr. Miller communicated with the principals, he learned they were not the right party. This firm had absolutely refused to sell the co-operative society, and stated that the wholesale trade in their city were also very strict in this regard. The sugar then must have gone from some other town or city so far unknown to the refiners and the Retail Association.

The refining company have been co-operating with the retailers in this regard, and Secretary Miller states that in future the company will request the various wholesale houses to sign affidavits to the effect that they will sell only as per contract. In this way he believes the sale of this sugar will be confined solely to the legitimate retail trade.

NOT AS OLD AS REPRESENTED.

In the article in last week's Grocer, regarding Gordon B. Drake, of London, Ont., it was stated that he had been connected with the grocery business for 33 years. This was in error and was making Mr. Drake out to be older than he really is. It should have been stated that he was 33 years of age and that he has been associated with groceries since he was 13 years old. Twenty years ago he started to work for A. Andrews, who kept a grocery store opposite his present stand, so that although he is yet a young man he has been for two decades in the business.

GROCER'S GOLDEN WEDDING.

W. M. Robson, For Forty Years In Business In Lindsay, Married Fifty Years.

On Friday, May 30, Mr. and Mrs. W. M. Robson, of Lindsay, Ont., celebrated the fiftieth anniversary of their wedding day. Mr. Robson has been long known amongst the grocery trade, having now been in business in the one town for forty years. When he started in Lindsay forty years ago it was necessary to haul in all goods by wagon from Port Hope, so that in his time of business in Lindsay Mr. Robson has seen very marked changes in the development of the country.

Mr. Robson was born in England, in the town of Ayton. From there he went to Lille, France, and thence to Australia at the time of the gold rush. Leaving Australia he came to Canada, where he finally made his home, being married in Bowmanville, Ont., and afterwards moving to Lindsay, where he entered into the grocery business.

W. M ROBERTSON, Lindsay, Ont., Who celebrated his golden wedding last week.

Mr. Robson is still owner of the business which bears his name, but the management is in the hands of his son, E. E. Robson.

Besides taking an active interest in the grocery trade, Mr. Robson is a floriculturist and a horticulturist, being president of the local horticultural society. This has always been a hobby with him, and he still supervises a garden of five acres.

F. E. Robson, grocery broker, Toronto, who is a son, attended the celebration.

Letters to the Editor

Editor Candian Grocer.—I read with interest that part of the Ontario Retail Merchants' Convention Report on "Delays in Freight Claims," in a recent issue of Canadian Grocer. Now the merchant is nine times out of ten to blame for delays in freight claims. It is necessary in making a claim for freight shortage to send the invoice showing claims, and the freight Bill of Lading, not the copy, but the top sheet as signed by the agent and shipper. Many wholesale houses only send the copy to their customers and this does not answer in making a claim on the railway.

We have had serious delays on this account, so if the wholesaler or shipper would send the straight Bill of Lading to customers, there would be less difficulty in getting claims adjusted. We must be fair to the railway companies as well as to ourselves. They have a right to all particulars in making an adjustment. The invoice, the straight Bill of Lading and claim sent together generally brings your money in a reasonable time.

GORIE & CO.,
Haliburton, Ont.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from Canadian Grocer of June 9, 1893:—

> "The Laing Packing and Provision Co. of Montreal, have obtained charter of incorporation."

Editorial Note.—This firm is in business to-day under the name of Matthews, Laing Limited.

* * *

> "The Imperial Oil Co. of Petrolia, is about to establish a storing and barrelling station in Hamilton, and is now looking for a site."

Editorial Note.—This is still another of the old established firms in business twenty years ago as well as to-day.

* * *

> "A. F. MacLaren, cheese manufacturer, of Windsor, Ont., has been appointed one of the judges at the World's Fair."

Editorial Note.—As announced in a recent issue Mr. MacLaren is now head of the Laurentia Milk Co.

Heavy Stocks of Canned Peas Still Held

For This Reason Lower Opening Prices Are Predicted For This Year's Pack—Sugar Market Steady and Marking Time—Prunes Advancing on Coast and Likely to Experience Even Further Advances.

QUEBEC MARKETS.

POINTERS,—

Sugar—steady, but weak.

Molasses—steady at new list price.

Peanuts—up ¼c.

Imported Mushrooms—reduced 50c per case.

Montreal, June 2.—Grocery markets this week are pretty nearly devoid of features and only price change to go into effect was the advance in the Guild's prices on Barbadoes molasses which was reported last week.

Imported mushrooms were reduced 50c per case during past week.

Peanuts were advanced ¼c per pound all round.

SUGAR.—Sugar market holds steady at $4.30, but has weak undertone, and trade generally expect a decline next. Local market is not on a parity with some other markets. The New York raw sugar market is trifle firmer this week, but with Wall Street in gloomy mood it is not thought that any advance will take place. Buying is still of hand-to-mouth variety, and with the state of affairs in the world's markets and the bumper production, lower prices seem possible. But on the other hand the nearness of the canning season which is a great sugar season must not be lost sight of as this may have a strengthening tendency.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES AND SYRUP.—Slump in molasses to the wholesale trade last week bears out what has been contended in these columns for the past couple of months, and while there have been those who looked at the matter in another light, the outcome fully justifies our position. The slump is directly due to three things:

1st—Increased production, or, to use the traders term "the invisible supply."

2nd—Closing of the shipping season.

3rd—Little demand.

The high price of molasses and the low price of sugar apparently formed the combination that tended to lower prices. The planters that heretofore had produced only sugar this year took their canes over to their neighbors and made them into fancy Barbadoes molasses with the result that instead of the estimated 60,000 puncheons in Barbadoes the production will in all likelihood total 70,000 puncheons of fancy molasses. This extra production came as a distinct surprise to those supporting higher prices and as Barbadoes has no regular shipping service, it is imperative to move the molasses at once. As buyers refused to buy at 36c and the molasses had to be sold or else the importers would have to pay storage charges which would amount to 1½ to 2c per gal., the price was reduced to get things moving. Import prices today range from 34½ to 35c per gallon and are considered a trifle weak at that level.

The Wholesale Grocer's Guild has advanced the jobbing price 2c all round above the opening prices, but this was expected as the opening prices were extremely low when based on to-day's cost of molasses.

Barbados molasses in	For Island of Montreal.		Outside Points.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

New Orleans	0 25	0 28
Antigua	0 32	0 33
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Owing to cheapness of new fruits, dried fruits are not selling rapidly. Prices are being maintained, however, under a steady, but quiet trading.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—Demand for tea is increasing which is a promising factor. New Japan and China teas are arriving and quality of these new crop teas is reported excellent, but prices are about 2c lower than asked last year. It is rumored that the crop of Pingsuey will be smaller this year than usual although there is no reason advanced why this should be. Several shipments of tea were made to the United States this week by local houses who state that they obtained prices that would yield them good profits.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—Mexican grades are getting scarce, due to winding up of season and consequently prices are inclined to be very firm. Other mild grades are fluctuating a few points up and down, but speaking generally there is no change in market on coffees.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICE.—There is no change in spice market worthy of note this week. Trade is quiet and devoid of interesting features.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Price of rice and tapioca remains steady under quiet trading. It is not likely that prices will fluctuate for some time to come on these staples.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Peanuts have advanced ¼c per pound under an increased demand, but this is the only change in the price of nuts this week.

In shell—		
Brazils	0 16	0 17
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13½	0 14½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¾
Coon, roasted	....	0 08¼
Diamond G, roasted	....	0 09¼
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS,—

Sugar—A steady, waiting market.

Prunes—Advancing.

Table raisins—Cleaned up.

Spices—Firm.

Nuts—Advancing.

Canned Peas—Lower opening prices predicted.

Toronto, June 4.—Business during past week has taken on much brisker tone so that now some firms state they are kept busy filling orders. One feature this week has been an order by wire from the West for 1,000 cases of tomatoes. This is the first enquiry that this wholesale firm has had from the West for two months. Such an order from a retailer would indicate brighter prospects of some kind.

Collections are reported in much same condition as last week. Depending on the district to which a firm sells; its collections have been dull, or fair, but all continue to express opinion that money still holds tight and is likely to remain that way until some assurance of the new crop is given.

SUGAR.—Sugar market depends now largely on European crop. Should this crop prove as full as anticipated, and with Cuban crop now well harvested, chances for a decline would appear better. But should anything happen to European crop, and with preserving season now coming on, prospects would appear rather for an advance.

Latest report from Europe stated that there had been considerable rainfall. Market went up yesterday, both in Europe and New York with a better demand for refined. Prices, by some, are now claimed to be below cost of production which condition would not be likely to hold for long.

Locally dealers anticipate a steady market with no change either way until there shall be some radical change in position. Demand is good, but buying all of a hand-to-mouth character.

Visible supply of raws last week showed an increase of 1,080,346 tons over same week last year. Year ago refined sold on this market at $5.35 per cwt. (following a 10c decline) as compared with $4.40 to-day.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUP AND MOLASSES.—As some local wholesale houses have bought molasses since the advance was made to them, they in turn would seem likely to put their prices up to a corresponding level in near future, especially considering advance recently made from wholesaler to retailer in Montreal. No change however has been made as yet. Trade, both in syrups and molasses is steady, but with no startling feature.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS.—Latest report from San Francisco advises that an advance has been made there in price of prunes, and that more are likely to follow. The letter also advises that dealers get active and secure business as prospects are for a decidedly higher market.

Another feature this week is that all Spanish table raisins have been totally cleaned up. One local dealer states he tried to buy from six New York firms, but without success, and claims that he has never before seen such a decided clean-up.

Report has it that a peach growers' association has been formed at the coast similar to the Raisin Growers' Association. If this be true, higher prices may be looked for. Peaches now are considered cheap, cheaper even than for some years.

Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06¼	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—Situation is, if anything, a shade easier, owing to quality of Ceylons dropping off. Indians have not yet started to come in any great quantity to London auction. Samples from Colombo continue to prove uninteresting to this trade, so that from that quarter business is at a standstill.

COFFEE.—Whole situation this week seems slightly easier, owing, it is claimed, to investigation into sale by valorization committee in Brazil. Low grades on primary market at any rate are rather easier, but no change worth noting has been made in milder coffees.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Grades of white pepper have declined about ¼c on primary market. Cloves are steady, but with a tendency towards weakness right up to end of year. Nutmegs are holding their own, and dealers are looking for an early advance. Mace on primary market is slightly easier, but not to amount to anything. Seeds continue excessively high. Celery shows a weakening of about 1c on primary market, but cardamon holds quite stiff. On this market prices all continue firm.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Rice would appear to be firming up again with prospects even of an advance. In tapioca there is no change locally, but primary market appears to be moving upward, London is high, and it would appear a matter of time until New York come up to same level.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Peanuts continue to hold firm with advancing tendency. Several firms are now bringing in Japanese peanuts, and some even Chinese. Japanese shelled sell at about 8c, and in shell for large sizes and fine quality green at 9½ to 10c, and roasted at 12½ to 13 cents. Importing both these Eastern varieties is pretty much of an evperiment as yet. Shelled almonds are now so scarce that they are practically off market.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	0 16	0 17
Brazils	0 13	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	0 38	0 40
Filberts	....	0 25
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

CANNED GOODS.

TORONTO, June 4.—Retailers and wholesalers are reported as pretty well stocked up on canned peas. Sales have been backward for some time, so that with expectation of a holdover, lower prices for this year's pack are anticipated. Some even estimate the decrease at 20 per cent. from last year. Corn and tomatoes are expected to be pretty well cleaned up before new pack comes in.

MANITOBA MARKETS.

POINTERS:—

Roasted Peanuts—Advance ¾c.

White Beans—Decline 10c.

Pearl Barley—Decline 40c per sack.

Winnipeg, June 4.—There has been little change during the past week in demand for staple lines, but on whole business is considered to be improving. However, retail merchants are by no means heavy buyers. The city retail trade is good.

Collections are still a little slow, but no one seems to be worrying much on that account, and there are no complaints of money being unobtainable at the banks for any legitimate business purpose. The wheat crop promises well, although a little late.

Industrial conditions continue satisfactory, and with all at work at good wages there can be nothing much wrong with the present business situation, nor cause for anything but confidence in the future.

SUGARS.—We seem from all accounts to be in for a period of comparatively low-priced sugar. The heavy Cuban crop is in large measure responsible for this, and pending tariff changes are also affecting the market.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—Trade in syrups is dull, as is usual during the summer months, when butter is fairly plentiful and reasonably cheap.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Trade in dried fruits is quiet. Tropical weather and a more abundant supply of green fruits has shifted trade from dry to green. Prices are steady since the advance reported last week in prunes.

		Per lb.
Prunes—		
90-100s, 25s, s.p.	....	0 06
90-100s, 10s, s.p.	....	0 04¾
80-90s, s.p.	....	0 06¾
80-90s, 10s, s.p.	....	0 06
70-80s, 25s, s.p.	....	0 06
70-80s, 1s, s.p.	....	0 06¾
60-70s, 25s, s.p.	....	0 06⅝
50-60s, 25s, s.p.	....	0 07½
40-50s, 25s, s.p.	....	0 09
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 14s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

COFFEES AND TEAS.—No further changes are reported in the tea and coffee market, and prices are likely to be steady for some time.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 17
Roasted Santos	....	0 23
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—There is a little more active trade in nuts with the advent of real summer and outdoor sports. In peanuts, roasted Jumbos have advanced ¾ of a cent.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Two important changes in prices are announced in cereals this week. Beans are down 10c per bushel, and pearl barley is reduced in price 35c per sack of 98 lbs. Trade is about normal. Hand-picked beans are practically unobtainable.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

NEW BRUNSWICK MARKETS.

By Wire.

St. John, June 3.—Fine weather is helping local dealers. Trade is better, camping and outing supplies being in demand. Fruits are selling well, most lines being cheaper. There is not much change in staples. Dealers are not now expecting a change in flour since May has gone past without one.

Buying in sugar is a little better on account of approaching berry season, but sales up to present have been light. Dealers expect a drop. Stocks with refiners are said to be increasing, but coming of fruit season may rid them of same, and stiffen prices. Hence there is little flurry with local dealers. Molasses are showing extra tone, but this is regarded as only temporary. Millfeeds are weak, and stocks heavy. American vegetables selling fairly well. No native stock will appear for some weeks yet. Native rhubarb is in good demand. Eggs and butter are both firmer.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 30	3 35
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12¼	0 12½
Cheese, new, lb.	0 13	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70

Cornmeal, gran.	....	4 55
Cornmeal, bags	....	1 35
Cornmeal, bbls.	....	2 75
Eggs, hennery	0 20	0 22
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	0 10¾	0 11
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

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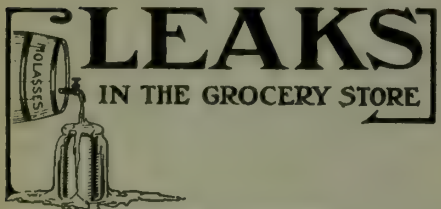

FALSE ECONOMY.

The Canadian Grocer has a number of subscribers in far off New Zealand. P. R. Colebrook, managing director of the firm of Green and Colebrook, Limited, Auckland, New Zealand, has been paying particular attention to the "Leaks" column and sends in the following items:

"We have frequently noticed new hands drawing nails from packing cases and saving them to use again. This we consider false economy. When the time occupied in extracting these, straightening them, and the extra time taken in redriving a straightened nail are taken into consideration, we figure that the total expenditure is fully twice that of new nails. This side of the case we point out to the new members of our staff early in the term of their employment.

The collecting of odd ends of string is also common amongst assistants. The same remarks apply to this case also, and in addition, there is the untidy appearance presented by parcels done up with this string.

We have also frequently found our clerks standing on biscuit tins, rather than going to the trouble of getting a step ladder. The tins invariably suffer, and are rendered unfit to be returned. In this way a small part of a quite legitimate revenue is cut off.

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A SILVER FISH AND A GOLDEN INDUSTRY.

Norway finds its silver mines in the sea, or rather in the long arms of the sea which she calls her fjords, and which yield to her yearly, millions of little silver brisling, which are the foundation of one of the most progressive industries in the world—The Norwegian Sardine Industry.

Dotted along the coast in almost every fjord between Stavanger and Bergen, may be seen the little fishing villiages which are the centres of the brisling fishing industry. Each morning, if the fishing is favorable, immense catches of the glittering little fish, caught fresh from the icy waters of the north are brought into Stavanger, Haugesund and Bergen, where they are immediately dealt with in the canneries domiciled there, and before nightfall are cured and canned. So perfect is the organization of this industry that the fish which are brought from their home in the deeps in the morning are finally preserved and sealed into their cans the same evening.

There are to-day nearly sixty sardine canneries in Norway, of which forty are situated in Stavanger, which was the first home of the Norwegian Sardines.

The following statistics show the growth of the export of the Norwegian canneries during the last few years:—

1901	2,346	tons
1907	8,343	"
1908	9,351	"
1909	11,216	"
1910	17,913	"
1911	21,153	"

◆

A newly-married woman went into a grocery store in a small town one day and said to one of the clerks, "I bought two hams here three weeks ago and they were just fine. Have you any more?" "Yes ma'am," replied the clerk, "we have eight or ten of them hanging in the front of the store," "Well, if they are off the same pig, I will take three more," was the order left by the charming young bride.

◆

A large assortment of green fruits on the branch, consisting of plums, pears, peaches, red currants and cherries, has been received from Grimsby, Ont., by R. Palmer, of White & Co., Toronto, this week. This assortment shows the advanced state of the fruit crop, and demonstrates that now that danger of frost is well over the crop will most likely be a heavy one.

B. C. Salmon Pack Statistics

Canned salmon is being offered at from 10 to 30 per cent. reduction on last year's price. A big run of salmon is expected this year, and with heavy stocks still in packers' hands prices are being shaved to move the stocks before the new pack comes in. The following statistics will prove interesting, and when it is taken into consideration that with a pack of only 996,576 cases last year that stocks in packers' hands are still heavy the question is, what will be the result of this year's pack, which is estimated to be more than 1,500,000?

	1912	1911	1910	1909	1908
SOCKEYE.					
Fraser	108.784	58.487	133.045	542.248	[illegible]
Skeena	92.498	131.066	187.246	87.901	[illegible]
Rivers Inlet	112.884	88.763	126.921	89.027	64.652
Naas	36.037	37.327	30.810	28.246	[illegible]
Outlying	94.559	67.866	87.893	93.019	59.815
Totals	444.762	383.509	565.915	840.441	355.023
REDSPRING.					
Fraser	14.655	7.028	1.018	1.428	1.427
Skeena	19.332	15.514	9.546	11.727	13.374
Rivers Inlet	681	317	383	587	454
Naas	5.710	3.434	1.228	2.280	3.263
Outlying	21.967	12.458	7.138	2.196	6.915
Totals	62.345	38.751	19.313	18.218	25.433
COHOES AND STEELHEADS.					
Fraser	23.574	39.740	27.855	21.540	24.198
Skeena	39.835	23.376	11.531	12.249	10.085
Rivers Inlet	11.010	6.287	2.075	1.400	9.505
Naas	12.468	7.942	6.425	6.818	[illegible]
Outlying	73.422	42.457	[illegible]	19.911	29.817
Totals	165.309	119.802	74.522	61.918	[illegible]
PINKS, CHUMS AND WHITESPRINGS.					
Fraser	21.908	196.089	61.230	1.987	[illegible]
Skeena	102.593	84.454	13.712	28.862	46.872
Rivers Inlet	13.122	5.699	19	...	479
Naas	16.947	16.981	1.257	3.646	6.612
Outlying	169.590	103.680	26.233	12.848	25.783
Totals	324.160	[illegible]	102.451	47.343	79.179
Grand Totals	996.576	[illegible]	762.201	967.920	[illegible]

Comparison of salmon packs in British Columbia during the past five years.

FLOUR & CEREAL DEPARTMENT

Rolled Oats Advance 10 Cents Per Barrel

Wheat Continues to Hold up After Close of May Auction—Mill Feeds Low and Weak—Cornmeal Expected to Advance Shortly on Toronto Market.

July wheat in Winnipeg on Tuesday closed at 96⅛c or ⅛c higher than same day week ago. With backward condition of crop, two degrees of frost having been registered in some parts of the West last Monday, and with a smaller quantity of wheat in the country than last year, prospects bid fair for wheat remaining steady, and flour holding firm or even advancing.

In addition mill feeds are low and weak. One Toronto dealer this week states: "Though $17 and $19 are given as prices on bran and shorts, I believe that were anyone to buy in quantities he could buy at $1 per ton less, and some reports have been received of sales from outside points at $16 and $18 on track Toronto, and on track Kingston. So long as this weakness continues, flour is likely to hold firm or even advance slightly.

Receipts of flour for the week in Montreal were 75,284 sacks, as compared with 78,280 for same week last year. Exports of flour from Montreal for the week were 100,508 sacks, as compared with 52,658 for the corresponding week of a year ago.

MONTREAL.

FLOUR.—There is no change in flour situation locally as prices remain firm at last week's quotations. Export business is quiet and with a domestic consumption of the "hand-to-mouth" variety, millers here state that there is nothing in market here to warrant them to advance prices. However, prices are firm and with an improvement in demand, higher prices might be seen, but there is little to indicate anything of this nature at present.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Rolled oat market advanced 10c per barrel this morning which is culmination of strong tone prevailing in market for past few weeks. Rolled oats are now selling at $4.45 per barrel. Demand for rolled oats is quiet.

Receipts of rolled oats for week in Montreal were 500 sacks, as compared with 2,370 sacks for same period last year. Export from Montreal of rolled oats for the week were 850 sacks and 1,620 cases as compared with 8,823 sacks and 3,750 cases for same period a year ago.

Rolled oats, in 25 sack lots	....	2 10
Rolled oats, in single bag lots	....	2 23
Rolled oats, in bbls.	....	4 45
Standard oatmeal, in single bag lots	....	2 31
Granulated oatmeal, in single bag lots....	....	2 31
Fine oatmeal, in single bag lots	....	2 31
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Prices of mill feeds are unchanged. Feature of week was renewed demand for bran from U.S. points. There is no improvement in local demand and stocks are still heavy with prices rather weak and liable to go lower unless stocks begin to move.

Bran, in car lots, per ton	16 00	17 00
Shorts, in car lots, per ton..................	....	19 00
Middlings, in car lots, per ton............	....	21 00
Wheat moulee, per ton	....	23 00

TORONTO.

FLOUR.—Millers are still of the opinion that prices on flour are too low and that an advance should be made. Some are even attempting to stand off buyers until they are in a position to judge what new crop will be. An immediate advance, however, would not mean much owing to state of trade at present, and to fact that bakers' wants are all contracted for. While some millers are firm in opinion that advance will be made, still, now that it has held off as long, they rather look to present prices dragging on into July.

Wheat continues to hold up, prices for July wheat on June 3 being ⅛ higher than week ago. Dealers too, look for no falling off, owing to backward condition of crop and to the small amount of wheat in the country.

Business has been picking up somewhat this week which is another factor helping towards prices going up.

Manitoba Wheat.

1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—An advance of 10 cents per barrel, or 5 cents per sack has been made this week in price of rolled oats, owing to increase of export demand, difficulty of securing good oats, and to low price on bye-products. Year ago bye-products sold in neighborhood of $20 per ton, whereas this year $10 is all that can be obtained owing to abundance of other feeds.

Oatmeal is now coming in line for export also. One dealer claims that this is the first week since February that he has sold any at all.

Oats are now high and firm, and though demand is not likely to increase other conditions may cause even further advances on rolled oats.

Cornmeal is firming up now also, and it is thought that when present stocks are exhausted, which will take a couple of weeks yet, an advance will most likely be made. This is advance which has been pending for some weeks but has been kept back by surplus stocks in hands of a few millers.

Rolled oats, small lots, 90 lb. sacks	....	2 20
Rolled oats, 25 bags to car lots	....	2 10
Standard and granulated oatmeal 10 per cent. over rolled oats in 90's in jute.		
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 85
Rolled wheat, 5 barrel to car lots	....	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Owing to dry weather in many parts of Ontario, hay crop is reported as short for season. No matter what the weather from now on, dealers claim it will not make the hay a heavy crop, and that this fact will firm up bran and stiffen prices. There is a possibility too of Eastern States coming in, and this with even small increase from here would rapidly scoop up all surplus and leave an excellent chance for millers to put up their prices.

At present market is weak, reports being received of sales being made at even less than $17 and $19.

Bran, in car lots, per ton	17 00	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton............	21 00	23 00
Wheat moulee, in car lots, per ton......	23 00	25 00

Fruit and Vegetable Dept.

Lemons Advancing with Warmer Weather

Pines Easier This Week, But Expected to Advance as Soon as Florida Crop Begins to Arrive—Tomatoes Will Likely Take Marked Decline Next Week—Strawberries Show Fine Quality.

GREEN FRUITS.—Apples are getting scarce, and good apples are commanding fancy figures. Barrels of good apples will bring $6 to $6.50. Bananas are cheaper, selling at $1.25 to $2. This slump is due to unfavorable weather and heavy stocks. It is not expected, however, that price will remain long at this figure. Prices are expected to advance generally in about two weeks' time, if not before

Cherries are cheaper, selling at $2 to $2.25. Lemons are higher, having advanced one dollar during past week, and it is predicted that with a few days of real hot weather price will jump to $7 or $8 per box. Lemons sold at $4.50 to $5.50 early in week. Oranges are higher and scarce. Late Valencias are commanding $6 per case, and even $6.50 for particular fine quality.

Apples—		
Ben Davis XXX.	....	4 50
Spies, first grade, per barrel	5 50	6 50
Spies, second grade, per barrel	....	5 50
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Bananas, crated	1 25	2 00
Cherries, California, 7-lb. box	2 00	2 25
Cocoanuts, per bag	....	5 00
Grape fruit, Florida, case	4 25	4 50
Grape fruit, Cuban	2 75	3 50
Lemons	4 50	5 50
Limes, Florida, per box	....	2 25
Oranges, late Californias	....	6 00
Oranges, late Valencias	....	6 00
Oranges, Valencias	5 50	6 00
Pineapples, Havana	2 50	2 75
Strawberries, per quart	0 10	0 20
Watermelons, each	0 60	0 75

VEGETABLES.—Demand for vegetables is improving and prices are easier. New green corn is arriving, and is of excellent quality. Price is $1 per dozen ears. New cabbage is a little higher, while old cabbage is off market. Cauliflower is a little cheaper, and is now selling by the dozen instead of by basket. Price is $4 per dozen. Leeks are cheaper at 75c per bunch. Curly lettuce is cheaper at $1.75 a crate. Strawberries remain same, selling anywhere from 10c to 20c, according to quality and size of boxes. Canadian onions are off market, but there is a big demand for Egyptian onions. Over 2,000 bags of these onions were sold in city last week. Old potatoes are a trifle higher this week owing to decreasing supplies and increasing demand. The stock of old potatoes is getting very low, and as new potatoes are still rather high the demand has forced prices of old potatoes up a shade.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	3 50
Beans, green, per hamper	....	3 00
Beets, new, per doz. bunches	....	1 40
Beets, old, per bag	....	1 25
Cabbage, new, crate of 4 to 5 doz	....	2 75
Carrots, new, per doz. bunches	....	0 80
Carrots, old, per bag	....	1 50
Cauliflower, hothouse, per dozen	....	4 00
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Corn, green, per doz. ears	....	1 00
Cucumbers, per doz.	1 75	2 00
Cucumbers, per basket	....	3 50
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	0 75
Lettuce, Boston, crate of 2 doz.	....	2 25
Lettuce, curly, crate of 4 doz.	1 75	2 00
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, per lb.	....	0 02¼
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, small basket	....	0 50
Potatoes—		
Bermuda, new, per bbl.	....	7 50
Green Mountains, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 70
Quebec grades, small lots, bag	0 95	1 00
Sweet potatoes, basket	....	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	4 50	5 00
Tomatoes, Florida, choice, case	....	4 00
Turnips, per bag	....	1 25
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Cuban pines are now almost finished. Stocks arriving in New York are in too weak condition to take any chances, and what are now arriving here require to be repacked. Trade is turning to Floridas, market on which is strong and much higher. Prices with introduction of Floridas are likely to advance somewhat. Sizes are smaller, but more sound.

Again, lemons are moving upward, and it is claimed that only warm weather is required to cause famine prices. Steamers with Verdelli lemons have been delayed, and will not arrive as early as expected .

Late Valencia oranges have been firming up on coast, and are correspondingly firmer here.

Florida watermelons are on market this week, and show excellent quality. Weight of each is about 27 to 30 lbs., and selling price 50c to 65c.

Strawberries now show fine quality and larger sizes. "Punk" berries have almost disappeared. First Ontario berries (24 qt. boxes) arrived on this market Tuesday from Aldershot.

Bananas went down another 10c on primary market early in week, but are expected to firm up very markedly before next week is over.

Apples—		
Ben Davis, first grade, per bbl.	....	3 00
Ben Davis, second grade, per bbl.	....	2 50
Baldwins, per bbl.	4 50	5 00
Fancy imported, box	....	3 00
Bananas, per bunch	1 75	2 25
Cherries, California, 11 and 13 rowed bxs.	2 50	3 00
Cocoanuts, per sack of 80	5 00	5 50
Grapefruit—		
64s, 80s and 96s	4 00	5 00
54s	3 75	4 50
46s	3 50	4 00
Grapefruit, Cuban, all sizes, per case	....	4 00
Lemons, Messina	....	4 50
Limes, per box of 100	1 50	1 75
Oranges, California Valencias	5 50	6 25
Oranges, Valencia, ordinary, 420s, case	....	6 50
Oranges, California navels, case	5 00	5 50
Pineapples, case of 24, 30, or 36	....	2 50
Strawberries, Baltimore, quart	0 15	0 17
Watermelons, 27 to 30 lbs, each	0 50	0 65

VEGETABLES.—Many lines have disappeared altogether, and on others prices have been changed. After next week tomatoes are expected to be much lower owing to Mississippi and Texas beginning to ship.

Domestic lettuce and radishes coming on market have greatly reduced prices. Owing to scarcity, New Brunswick potatoes have advanced greatly and hold firm at higher level. Bermudas have disappeared, and some stocks are now coming from Baltimore to replace them. Prices are somewhat easier.

Egyptian onions are about wound up now, last shipment being expected next week. Bermudas and Texas Bermudas are in good supply, and selling well.

Asparagus, domestic, 11 qt. basket	1 75	2 00
Beans, green, hamper	....	2 50
Beans, wax, hamper	....	3 00
Beets, imported, box of 2 doz	....	1 75
Carrots, imported, per box	....	1 75
Cabbage, Virginia, new, crate of 4-5 doz.	....	2 50
Cucumbers, Florida, hamper	3 00	3 50
Lettuce, Boston heads, hamper	3 50	4 25
Lettuce, domestic heads, doz.	0 50	0 75
Lettuce, domestic, case of 3 doz.	....	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 00	2 50
Texas, Bermudas, 50-lb. crate	1 50	1 75
Bermudas, 50-lb. crate	1 50	1 75
Green, imported, per doz.	....	0 10
Peppers, green, basket	..	0 75
Peppers, green, hamper of 6 boxes	2 25	2 50
Parsley, large bunches, doz	....	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	....	3 50
Potatoes—		
Florida ,new, per bbl.	5 50	6 00
New Brunswick, per bag	1.00	1 35
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, Canadian, hpr.	....	0 75
Tomatoes, Florida, case	....	3 50
Water cress, domestic, 11-qt. basket	0 50	0 75

FISH & OYSTERS

Season for Whitefish is Now Commencing

Lobster Pack Reported as far Below Average this Year—Increased Demand for Live and Boiled Lobster the Cause—Prices on Mackerel Easier at Coast.

MONTREAL.

FISH.—Even though there have been severe storms on Atlantic coast, local fish market is well supplied with fish with possibly exception of brook trout, which is keeping to deep water during cool weather. Doree, pike, and Gaspe salmon are coming in more freely with result that prices are lower this week. Haddock and cod are arriving freely and prices quoted are reasonable. North Shore salmon is expected this week and next, and as result, price has a downward tendency.

Lobster pack is below average this year and packing season is just about over. While catch has been as good this year as last, supplies have been in better demand in live and boiled state and as there is more money in it for the fisherman, they much prefer to sell their catches in that state. Market was bare of lobsters before boats started out and this tended to keep price of live and boiled up. These two reasons account for price of canned lobsters being about 12½ to 15 per cent. higher than last year. The cold storage houses are beginning to lay in their winter's supply.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Buck shad, each	....	0 30
Carp, per lb.	....	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 18	0 20
Steak cod, per lb.	....	0 06
Trout, brook, per lb	....	0 26
Trout, lake, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	....	0 25
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	0 10	0 12
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.

Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb.		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 06

SMOKED.

Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22

CRUSTACEANS.

Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 20
Lobsters, boiled, per lb.	....	0 22
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Whitefish are now coming to take first place amongst the lake fish. Offerings are liberal, and throughout the next month are expected to be even more so. Trout are still in good supply and moving freely. Herring and flounders are in increasing demand, as also are pike and pickerel.

Halibut continues to hold first place amongst all fish so far as quantities sold are concerned. Stocks continue of fine quality, rendering this fish most desirable.

FROZEN FISH.

Roe shad, each	1 00	1 25
Sea herring, per 100	1 50	1 75
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Bass, grey, per lb.	....	0 08
Butter fish, per lb.	....	0 20
Brill, per lb.	....	0 15
Eels, live, per lb.	....	0 10
Flounders, per lb.	....	0 07
Haddock	0 06½	0 07
Halibut, per lb.	0 12	0 13
Herring, per lb.	0 06	0 07
Lemon soles, per lb.	....	0 10
Lobsters, live, per lb.	0 25	0 40
Perch, per lb.	....	0 07
Pickerel, blue, per lb.	....	0 08
Pickerel, yellow, per lb.	....	0 12½
Pike, per lb.	0 07	0 08
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 25	0 35
Salmon, B.C., per lb.	....	0 23
Shiners, per lb.	....	0 04
Steak cod	0 07	0 08
Suckers, per lb.	....	0 05
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 13
Winkles, per bush.	....	4 00

SMOKED.

Finnan haddie	0 07½	0 08
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

Cod, 2-lb. boxes, 12 to crate	....	2 80
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

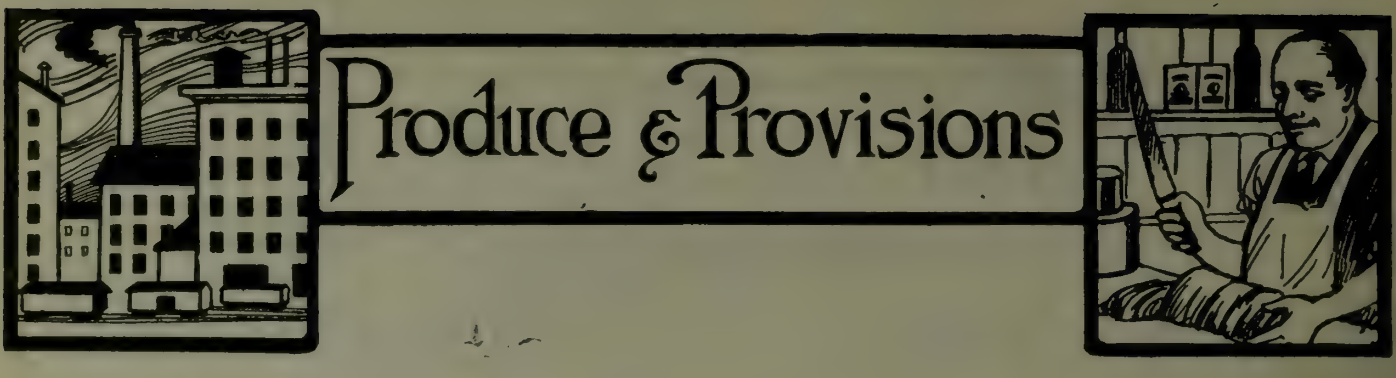
HALIFAX.

FISH.—Weather has been unfavorable for fishing during past week, and as result only small catches are reported at various points. For the first time in several weeks market has been almost bare of lobsters. This season's pack of canned lobsters is now being exported, one steamer sailing from here for Boston recently taking 1,500 cases.

Mackerel are scarce. Catch so far this season is far below average. Price however is a little easier.. As demand for fish is light, supply of cod, halibut and haddock is sufficient to meet all requirements. Fresh salmon are now coming in shortly.

ST. JOHN.

FISH.—Catch of shad was probably most important feature of local fish market during last week, but salmon are now commencing to arrive and will soon replace former in interest. Prices in both are firm as yet. Haddock and cod remain about same, while gaspereaux and smelt are a little scarcer. Run on latter has begun in earnest, anl will continue for some time. Large catches are being reported about harbor and up river. Catches of salmon are also increasing. Lobsters have been more plentiful of late, and arrivals from Nova Scotia have sold well. It was necessary for dealers to import more heavily than usual from Nova Scotia of late owing to storms along the Bay of Fundy, which destroyed a considerable quantity of gear owned by fishermen in this province.



Eggs Are Now Bought on "Loss-off" System

Montreal now Enforcing Buying on a Delivered Basis—Egg Market Likely to Rule Firmer as Result of New System—Provisions Show Slight Advance in Toronto.

Probably item of greatest interest this week is that all eggs are now being bought in all sections on "loss-off" basis. Regulations are being fully enforced in Montreal, deductions being made for cracked, seconds, and rots, and dealers are all attempting to enforce buying on a delivered basis. In Toronto, however, not such a radical change has been made. Dealers are now buying in same way as previously, only charging back all rots. To work up to buying on a delivered basis is the ultimate aim, and an attempt is being made to buy as many as possible now in that way.

Meats have taken on a firmer tone in Toronto this week, and an advance has been made in hams and breakfast bacon. Firmness appears the keynote, and as hogs continue high, and with a scarcity of meats even further advances would not be surprising.

Butter is rather inclined to be easier this week owing to heavy receipts. Demand has again begun from the coast, and several cars were shipped last week from Montreal.

On country boards cheese has been rising upward. Exporting is heavy and causing prices to advance. Make, so far, is claimed to be less than that of last year. Quality is fine, Western cheese received being well cured and of full grass flavour.

Following table shows receipts of butter, cheese and eggs for the week on Montreal market, with comparisons:

	Butter.	Cheese.	Eggs.
Week ending May 31, 1913....	16,533	41,643	12,963
Week ending June 1, 1912....	15,688	42,977	14,123
Season May 1 to May 31, 1913	54,719	99,242	69,761
Season May 1 to June 1, 1912	56,068	108,612	74,997

MONTREAL.

PROVISIONS.—Only change in provision list this week is "cottage rolls" which have advanced to 20c. per lb., owing to a heavy demand and short stocks of this particular cut. Demand for all lines of smoked and cured meats is improving especially for cooked meats. Price of live hogs has declined a little to $10.25 and $10.50 per cwt., and this should tend to keep prices at their present level. There is a steady tone to entire list with little to indicate any sudden change in prices.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.........	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	0 15	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 16½
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb......	....	0 16
Square shoulders, bone in, per lb.......	....	0 15
Cottage rolls, small, 4 lbs., per lb......	....	0 20
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb............	....	0 14½
Flanks, bone in, not smoked, lb........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net. per lb.............	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb................	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs...		$28 50
Canada short cut back pork, 45-55 pcs., bbl......		28 00
Heavy short cut clear pork, bbl.		28 50
Heavy clear fat backs, 40-50 pcs., bbl.............		28 50
Heavy clear fat backs, 60-70 pcs., bbl.............		27 00
Flank fat pork, bbl.		28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........		6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb............	....	0 06

HOGS.

Live weight, per 100 lbs.	10 25	10 50
Dressed pork, per 100 lb.		15 00

BUTTER.—Price of butter here remains same, although it declined at country points during past week. New grass butter is arriving, but demand is quite heavy, taking all surplus stock. Storage houses are bidding for stocks which tends to keep prices firm. On Saturday butter declined ¾ to 1c per lb. on Cowanville, P.Q. butter board, anl ⅜c on the St. Hyacinthe board.

Fresh creamery print	0 28	0 28½
Creamery s olids	....	0 28
Farmers' separator butter	....	0 25
Dairy prints, choice	....	0 25
Dairy solids	....	0 25

EGGS.—Price of eggs remain same as last week with exception that eggs in cartons are 1c higher, at 28c. New regulations re purchasing eggs on the "quality basis," went into effect at first of week and packers are offering 22c F.O.B. Montreal on this basis instead of 19c F.O.B. shipping points. New basis will work out to betterment of the trade generally and will give the producer a better price for his eggs as the wholesaler will not have to charge up the loss in bad eggs to the honest shipper, but this will be charged up to the proper party. Storage men state that the pack is heavier than last year up to date, that lower prices have been paid this year up to present, but now they are on a par with last year. Some think the lesson learned last year seems to be easily forgotten and that maybe it will have to be learned over again.

Eggs—		
New laid, in 30 doz. case, doz........	....	0 26
New laid, in cartons	....	0 28
Selects, in case, per doz..............	....	0 25
No. 1, in case, per doz...............	....	0 23

CHEESE.—There is nothing new to report in the cheese market as prices remain steady.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

TORONTO.

PROVISIONS.—Further advance has been made in price of hams and bacon again this week, owing to scarcity of hogs and hog products. Hams are now quoted at, light 20c, medium 20c, and large 18 to 18½c. Breakfast bacon has moved up 1c also to 20 and 21c, as has also boiled ham to 28 and 29c.

Hams and other products, states one dealer, "are so scarce that we have none above the demands of our own trade. There are no light hams now going for less than 20 cents."

Lard holds firm, but as yet as shown no advance.

HAMS—		
Light, per lb.	....	0 20
Medium, per lb.	....	0 20
Large, per lb.	0 18	0 18½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 24	0 26
Pea meal, per lb.	0 23	0 24
BACON—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15¾
Long clear bacon, heavy	0 15	0 15¼
COOKED MEATS—		
Hams, boiled, per lb.	0 28	0 29
Hams, roast, per lb.	....	0 29
Shoulders, boiled, per lb.	....	0 21½
Shoulders, roast, per lb.	....	0 22½
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
HOGS—		
Live, f.o.b., per cwt.	9 25	9 35
Live, fed and watered, per cwt.	9 60	9 75
Dressed, per cwt.	14 00	14 50

BUTTER.—Too many creamery prints are now being offered for this market. With good grass butter now coming on, dealers advise creameries to turn to solids, and also that country merchants start to pack dairy butter into solids. Some larger dealers have already commenced to store, and all are anxious to get prices down to a level at which there will be chance for speculation.

Further reduction of about 1 cent per lb. on creamery and dairy, and about two cents on farmers' separator, has been made this week. Market tends towards greater weakness..

	Per	lb.
Fresh creamery print	0 26	0 28
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 23
Dairy solids	0 18	0 19
Creamery solids	0 25	0 27

EGGS.—Commencing June 1, dealers began buying eggs by the "loss-off" system. As yet Toronto dealers are buying by the old system, except that all bad eggs are being charged back, just as shortage was formerly. To work up to deductions for cracked, No. 2's and rotten, and to buying all on a delivered basis, would appear the ultimate aim, but these restrictions to the seller have not yet been all put into force.

It is likely that this buying by the "loss-off" system will tend to strengthen the market, whether it causes an immediate advance or not. At present market is firm at from 20 to 23 cents.

Eggs—		
Strictly new laid, per doz.	0 20	0 23

CHEESE.—New cheese is rather firmer this week for export, but local market has not yet been particularly affected, owing to large stocks of old on hand. Prices hold unchanged for good stock; and for poorer, show signs of weakness owing to more new offering.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15½
New, large	0 13½	0 14
New, twins	0 14	0 14½

POULTRY.—Little business is being accomplished owing to this being between seasons. Broilers have not come forward to any great extent, and are in light demand, owing to high prices. Hotel demand has not yet commenced, inquiry being only from private individuals. Stocks of frozen are liberal and moving well.

Chicks, milk fed, lb.	0 23	0 25
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 15	0 17
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 21	0 22
Fresh—		
Chickens, dressed, per lb.	0 25	0 27
Fowl, dressed, per lb.	0 18	0 20
Fowl, live	0 13	0 14
Spring broilers, 1½ lbs. and over	0 35	0 50

Egg Buying Suggestions for Merchants

Farm Produce Dealers' Association Have Begun Purchasing on "Loss-off" System and Issue List of Instructions to Country Merchants—Eggs Absorb Odors and Should be Kept From Kerosene, Onions, Etc.

Commencing June 2, the large Ontario and Quebec egg dealers began buying eggs by what is known as the "loss-off" system, a system by which deductions from the sum total receipts of eggs are made for all eggs which are bad and unfit for food. This will replace the old "case-count" system which up to the present time has been general.

Repeatedly has discontent been expressed with regard to the "case-count" system, the chief objection being that eggs had to be purchased by number without any regard to quality.

Such a system benefited the unscrupulous or careless producers to the extent that it made it possible for him to work off inferior eggs and even some entirely unfit for food. This was detrimental in that it lowered the standard of eggs, causing the egg dealer to pay less to the farmer, and charge more to the consumer owing to his loss from bad eggs and to expense from candling. The loss then in the past has been borne not by the dealer but by the producer and consumer.

By the "loss-off" system an incentive is given to the producer to produce better eggs, to market them more regularly and to be more careful about the quality he offers; also to the country merchant to take better care of his eggs, to turn them over as fast as possible, and to see that he receives as much value from the farmer as he will get from the dealer; and also to the dealer to put a premium on high-grade eggs and to grade his eggs into classes according to quality.

Three grades in purchasing eggs have been adopted by the members of the Canadian Farm Produce Association, namely:—

New laids.—Eggs that are sound, full, sweet, and not more than five days old.

Firsts.—Eggs which are sound and sweet but have a limited shrinkage.

Seconds.—Eggs of inferior quality but not bad.

Classifying eggs in this way is a first step towards buying eggs altogether on quality basis or probably even to buying eggs by weight instead of by count, —a further step which is being agitated for even now and which according to some would be likely to be introduced before any great length of time.

Following are some specific suggestions to country merchants and other egg buyers issued by the Association:—

1. Buy in a "loss-off" basis and encourage other merchants to do the same.
2. Go further. Pay a premium for quality and do not hesitate to condemn bad, dirty, small and broken eggs.
3. Insist upon the farmers furnishing first quality eggs only.
4. Keep in mind the perishable nature of the product, and do not hold eggs.
5. Keep eggs in a cool place. Never expose them to heat from any source. The sun and the stove often act as mammoth incubators.
6. When shipping, pack carefully in strong, clean cases and fillers.
7. Never keep eggs near kerosene, onions, fish or any other strong smelling substance, they readily absorb odors.
8. When packing, carefully place a uniform bedding of excelsior or other cushion material in the bottom and top of the case.
9. If buying direct from the farmer, make regular and frequent collections.
10. Encourage the farmer to keep better poultry, and more of it.

❖

LETTER ON SUGAR TARIFF.

Another letter has been received in connection with the sugar tariff but as the question has already been fully discussed from both points of view, it is not necessary to reiterate what has already been said.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen......	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack ....$	2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes ..	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 21
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers , No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes ..	0 37
Lunch bars, 5-lb. boxes ..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box. ..	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ⅛s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ⅛ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box..

The above quotations are f.o.b. Montreal.

ROYAL

BAKING POWDER

Absolutely Pure

The only baking powder made with Royal Grape Cream of Tartar

No Alum, No Lime Phosphate

ALL grocers should carry a Full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

THERE IS NO SUBSTITUTE

MELAGAMA

"We Pay the Freight"

We guarantee the sale of Melagama Tea and Coffee or refund your money—no further argument is necessary

Just phone, wire or mail your order now at our expense

MINTO BROS.

TORONTO

TEA and COFFEE

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—

St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil

Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08

Cs. "Le Lune," 65 p.c. olive oil.

Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90

Motts Golden Russett—

Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	**Gall.**
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2·50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

THE WESTERNER'S DOLLARS ARE AS GOOD AS HIS WHEAT

Are you in touch with the facts regarding the immense amount of wealth that has been brought into Western Canada as the result of the enormous harvest? Are you going to leave the demand for your goods unfilled in Western Canada when you can place them on the market here so easily? We handle accounts in Western Canada for the Manufacturers of Europe, United States and Eastern Canada from our five large warehouses, and with a large staff on the road. We guarantee sales. Write to-day.

Nicholson & Bain, Wholesale Commission Merchants and Brokers
HEAD OFFICE - - WINNIPEG, MAN.
Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY,

LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton.**

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Compare—

UPTON'S
PURE FRUIT JAMS

with any jam on the market.

Then compare the cost.

Upton's have all others beat a mile.

Accept no substitutes.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont.
Factory at: Hamilton, Ont.

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size	$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)	7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)	6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz.	1 40
5 lb. tins, 1 and 2 doz., crates, per doz.	3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS and BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
48 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60
Culinary Starch.	
40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼
(20-lb. boxes ¼c higher.)	

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drumsticks, 2 in case	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½
(20-lb. boxes ¼c higher than (40's.)	

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups, in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case	2 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	2 75
5-lb. tins, 1 doz. in case	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case	3 50
5-lb. tins, 1 doz. in case	4 00
10-lb. tins, ½ doz. in case	3 95
20-lb. tins, ¼ doz. in case	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for repayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie, inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.	
Quebec, per case	$ 1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.	
Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$ 0 90
Pint bottles, 3 doz., cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 35
Cases of 3 doz. ½-pints	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$ 2 40
2a size, gross	2 50

NUGGET POLISHES.

	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	56
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	.80

LUDELLA CEYLON TEA.

Orange Label, ⅛s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors. 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90
List Price.	
"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

STRAWBERRIES

We have fresh arrivals every day of the very finest berries grown. If you want real bang-up quality order from us.

TOMATOES

Quality Excellent—Prices Lower

PINEAPPLES

The season is getting over. Don't let your customers leave it until too late.

All other fruits at regular market prices.

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

THE ARCTIC

Gives Perfect Circulation Of Cold, Dry Air—

keeping perishable goods in perfect condition for days in the hottest summer weather. Cold air, if it is not dry will not keep perishable articles fresh for any length of time. The "Arctic" is a well made, scientifically constructed refrigerator—all styles.

Write for catalog.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

PURE *Elgin Brand* **LEAF**

Kettle Rendered Lard

has an A1 record that's hard to beat

Everything Elgin Brand is good, and we manufacture all lines of Pork and Pork products.

We are making a specialty this season of Old Canadian Cheese. The cheese with the flavor.

We solicit your consignments for Cold Storage. You will find our facilities are unexcelled.

Send for a Post Card Order Book.

The St. Thomas Packing Co.
LIMITED
Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.
ST. THOMAS. ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Those Who Know
Cane's Washboards
Always Specify Them

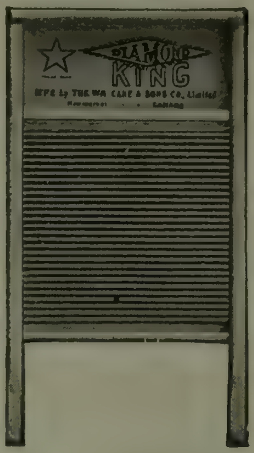
Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.


DIAMOND KING
MF'G by THE WM. CANE & SONS CO. Limited

Rake in the Dollars

Sell your customers the original, and most effective hand cleaner on the market,

SNAP
"Better than Soap"

is antiseptic and positively will not injure the most sensitive skin. Snap will remove any dirt, grime, grease, etc., and leaves the skin smooth and soft. Stock well and sell Snap.

Snap Company
Limited
Montreal, -:- Quebec

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

Spring-Time Is Shoe Polish Time

The almost permanent shine imparted by 2 in 1 shoe polish has made it the most popular of all.

It contains no turpentine or any other leather-destroying ingredient.

Our extensive consumer advertising is of unlimited value to you—keep your stock up to the demand.

Stock 2 in 1 for black
2 in 1 for white canvas or leather
1 in 1 for tan.

If you are not handling 2 in 1, write to-day to your jobber for a trial order.

The F. F. DALLEY CO., Limited
BUFFALO, U.S.A. **HAMILTON, CAN.**

The Knowing Dealer

recommends, pushes and backs up "Purity Salt." Both "Purity" (free running) package salt and "Purity" salt in cotton bags. The reputation and superior quality of these lines make them easy to sell.

THE WESTERN SALT CO. LTD.

COURTRIGHT, ONTARIO

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION — No connection with any firm or company trading in a similar name.

THE MARK OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

TRY IT

SOLD BY ALL JOBBERS

FINEST IN THE WORLD
FOR PARLOR STOVES, PIPES AND RANGES
APPLY EVENLY WITH A DAMP WOOLEN CLOTH.
XXXX
BLACK JACK
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY LTD.
WINDSOR, ONTARIO.

QUEEN SQUARE FRUIT JARS

are the biggest selling Lightning Style Jars in the United States and Canada. This practical shaped jar has been tried and tested by thousands of housewives and has always been found tight and true. You will please your customers and rake in a good profit—the fame of these jars will spread at once, and a big trade will come your way. Insist on the genuine. Beware of imitations. There is only one "QUEEN."

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U. S. A.

For sale by all first-class dealers in Canada and United States.

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.
Kingston - - Ontario

THE BEST OF THEM ALL.

SOCLEAN

The Dustless SWEEPING COMPOUND

It makes sweeping easy and pleasant, disinfects the home or store, and makes rugs and floors bright and clean.

"SOCLEAN" saves a lot of dusting and will greatly aid you in keeping your store in an attractive condition.

Sold in pails for household use, and in barrels for stores, etc.

We supply you with transparent signs, cards, and counter booklets. These are wonderful selling helps.

SOCLEAN LIMITED, TORONTO Ontario

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

MATCHLESS

LIQUID GLOSS

Customers come back again and again with "repeat" orders for Matchless Liquid Gloss. They find so many uses for it.

Cleans and disinfects as well as polishes.

Unequalled for furniture, pianos, hardwood floors (unwaxed), and all finished woodwork, as well as for linoleums and oilcloths.

Splendid, too, for renovating automobiles and carriage bodies.

Put up in handsome lithographed tins; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

EVERY POUND OF ANCHOR BRAND FLOUR

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in **Anchor Brand Flours,** because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our **free** 3-lb. samples and then make your purchases.....**merit wins.**

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake, - - Manitoba

BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

McVitie & Price, Limited

are now sending regular supplies of their biscuits to Ontario, Quebec, Manitoba, Alberta, Saskatchewan, British Columbia and the Yukon Territory.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods noted for their excellence and absolute purity.

AGENTS:

Manitoba and Saskatchewan
RICHARDS & BROWN, James Street, WINNIPEG
Alberta
CAMPBELL, WILSON & HORNE, Limited, CALGARY
British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO

This is the Season for

Sterling BRAND

Raspberry Vinegar

From now on this popular drink will be in demand daily. It pays to sell the best. "Sterling Brand" has a reputation among the buying public that will make it a decidedly profitable investment for any grocer.

Don't waste any more time. Get a supply in to-day.

Other "Sterling Brand" summer drinks are Lime Fruit Juice, Orangeade, and Grape Wine (unfermented).

THE
T. A. LYTLE CO.,
LIMITED
Sterling Rd., Toronto.

"KING OSCAR"

The Hall Mark of Quality in Sardine-dom!

"KING OSCAR" SARDINES

KING OSCAR BRAND SARDINES
THE SARDINE THAT MADE STAVANGER FAMOUS

By Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANADIAN AGENTS

J. W. BICKLE & GREENING
(J. A. Henderson)
HAMILTON, CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
- "Location"
- "Dreadnaught"
- "Aliford Bay"

FRESH FISH

FISHING STATIONS:—
- Skidegate
- Aliford Bay
- Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO. Winnipeg
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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YOU ARE THE MAN WE WANT

—that is, if we haven't yet had the pleasure of putting an

ELGIN National Coffee Mill

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish. Equipped with special adjuster device and the new style force feed steel-cutting grinders.

Ask any of the following jobbers for our illustrated catalogue

WINNIPEG—G. F. & J. Galt (and branches); the Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelly, Douglas & Co., Ltd.
HAMILTON—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; H. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.
REGINA, Sask.—Campbell, Wilson & Smith.
MONTREAL — The Canadian Fairbanks Co. (and branches).
EDMONTON, Alta.—The A. MacDonald Co.

Woodruff & Edwards CO.
ELGIN, ILL., U.S.A.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

WARNING!

CRESCENT BM&Co. BRAND

TRADE MARK

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER, MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents

MONTREAL

IN THE GOODS
and
IN THE PACKING

are found those qualities which have given Canadian sea foods so wide a market and the turnover, heavy though it is, is annually growing.

No brand is so widely called for as the

Brunswick Brand

Our supplies—the choice of the fishermen's catches, together with long experience and modern equipment, we are enabled to turn out the most perfect that can be made.

Our plans always have been to co-operate with the wholesaler and retailer and to give the consumer a good article at a fair price.

Just look over your Stock, Mr. Grocer, and see what "CONNORS" lines you are short. Then order—here is a partial list:—

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
HERRINGS IN TOMATO SAUCE
Breakfast Delicacy
PREPARED BY
CONNORS BROS LTD
BLACK'S HARBOR, N.B. CANADA
Diploma awarded at St John Exhibition 1895
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

PRINCESS BRAND CONDENSED MILK
Banner BRAND CONDENSED MILK
ST. GEORGE BRAND OF UNSWEETENED EVAPORATED MILK

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case -	$3.60
Princess Condensed Milk, 4 dozen in case - -	$4.50
Banner Condensed Milk, 4 dozen in case - -	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON

St. George Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.

MANUFACTURERS

HALIFAX, NOVA SCOTIA

The Taste for the Olive Grows

The demand for olives is continually on the increase. As the trade increases so the profits of the dealer increase. To get the most profit and to give the fullest satisfaction you must handle highest quality olives—

D. W. C.

SPANISH OLIVES

Only finest selected Spanish Olives are packed in carefully prepared brine—all sizes and varieties.

Insist on getting D. W. C. Olives.

ROWAT & CO.

Glasgow, Scotland

CANADIAN DISTRIBUTORS

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

Stock of Special "Class"

gives dignity to the entire stock of a grocery. Even though you use only moderate quantity of quality goods, there is no wiser selection for you than

CARR'S BISCUITS

With such stock on hand you invite a trade that will advertise you and make you successful.

Carr's Biscuits are packed for export in air-tight tins.

Write for Prices.

CARR & CO. CARLISLE ENGLAND

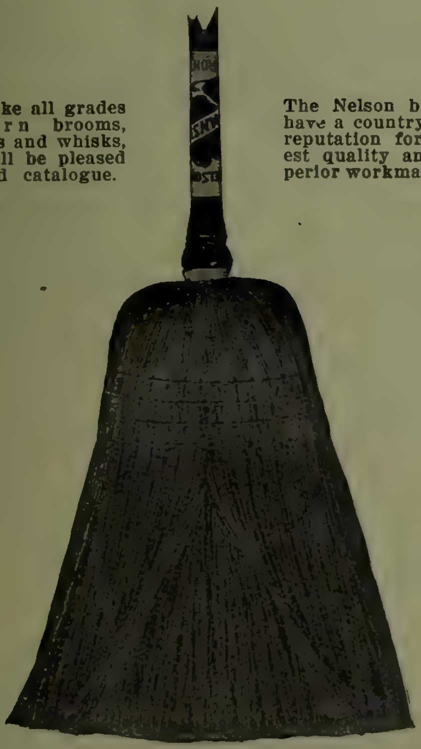
AGENTS—Wm. H. Dunn, Montreal and Toronto; Hamblin & Brereton, Winnipeg and Vancouver, B.C.; T. A. MacNab & Co., St. John's, Newfoundland.

The Pansy BROOM

—the wear is there

This soft, pliable corn broom will prove to be a customer satisfier, because the wear is there. It will outwear any three brooms on the market and will therefore pay both you and your customers best. The Pansy represents the highest quality workmanship.

We make all grades of corn brooms, brushes and whisks, and will be pleased to send catalogue.



The Nelson brooms have a country-wide reputation for honest quality and superior workmanship.

H. W. NELSON & CO., Limited
TORONTO - ONTARIO

"YOUNG-TOM" WASHING POWDER

is the leading washing powder of the Canadian West. It has no smell, contains no harmful ingredients, will not injure the skin. It washes whiter, with minimum effort, and will not injure the most delicate fabric.

"Young-Tom" Washing Powder is popular wherever introduced.

Get in your order for this efficient **Washing Powder,** also for **Glycerine Pumice" and "Tar" Toilet Soaps, Laundry Soaps, etc.** Satisfaction always—one trial convinces—profits good.

YOUNG-THOMAS SOAP CO., LIMITED
REGINA - CANADA

Have You Bought Your Supply of

ANTI-DUST

Sweeping Compound?

There's none better
It's the line you want
Has features all its own

Write

Sapho Mfg. Co., Limited
Montreal

Agents:—MacLaren Imperial Cheese Co., Ltd., Toronto; Lauro Chemical & Perfumery Co., Ottawa; Fenwick & Hendry, Kingston, Ont.; Albert Dunn, 67 St. Peter St., Quebec City.

NOTICE Each Genuine Packet
KEATING'S POWDER.
TRADE MARK.
DIRECTIONS FOR USE ARE INSIDE
PRICE ONE SHILLING.
MOSQUITOES.
Fumigate the room with a little Powder, sprinkled on red hot coals, and you will not be troubled

THERE WILL BE A

BIG DEMAND

THIS YEAR FOR

Keating's Powder

YOU will be asked for it. "Keating's" kills **EVERY** Bug, Roach, Beetle, Moth, Flea or Household Insect of any kind coming into proper contact with it. This statement is a **fact** based upon scientific authority.

The 10c, 20c and 35c tins are put up in compact cartons, each containing 3 dozen tins, obtainable at any of the usual wholesale houses.

The advertising campaign is on. It will run right through the summer, and this year be larger than ever.

Soaps that do more work to the bar with less exertion

These are the soaps that give your customers value for their money and show you a good profit.

Look over the following list of soaps and prices, then send in your order. One trial will prove their merits.

	Per case.
Wonderful Soap (100 cakes)	$4.15
Royal City Bar (24 bar)	2.85
Peerless Bar (30 bar)	2.45
Standard Soap (100 cakes)	2.30
Crystal Soap Chips (100 pkg.)	3.75

Freight Paid 5 Case Lots.

Crystal Soap Chips (200 lb. bbls.) 5½c
Freight Paid.

Yours for Quality.

GUELPH SOAP CO.

GUELPH - ONTARIO

WHOLESALER'S ATTENTION

We quote for prompt acceptance on the following lines, F.O.B. Factory, usual terms

Corn 2's	67½c	per doz.
Golden Wax Beans, 2's	65	"
Refugee Beans 2's	65	"
Pork & Beans Plain or Tomato Sauce 1's	42½	"
Pork & Beans Plain or Tomato Sauce 3's	82½	"
Red Raspberries, Heavy Syrup (Packed in sanitary enamel lined cans)	1.55	"
Lawton Berries, Heavy Syrup	1.30	"
Lawton Berries, Preserved	1.40	"
Peaches 2's	1.20	"
Pears 2's	1.20	"
Green Gage Plums, Heavy Syrup	67½	"
Red Pitted Cherries (Packed in sanitary enamel lined cans)	1.55	"
Gooseberries, Heavy Syrup	1.40	"

We make these low prices to clear our surplus stocks and make room for the new pack. We are gradually selling these goods, and we would be pleased to receive your enquiries by wire at our expense. All goods guaranteed No. 1 quality.

WE ARE MAKING ATTRACTIVE PROPOSITIONS ON THE 1913 PACK

OSHAWA CANNING COMPANY, LIMITED

Oshawa, Ontario

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

FAIRY SOAP QUALITY. No better soap can be made; your customers can't buy better for five times the 5 cents they pay for it.

FAIRY SOAP ADVERTISING. The extensive advertising that helps the sale of every Fairbank product has made the pure, white, sweet floating oval cake known to women everywhere.

FAIRY SOAP SALE. Because of the combination of exceptional quality and extensive advertising, all you need do is display Fairy Soap prominently to enjoy a steady stream of profits from its persistent sale to pleased customers.

"Have you a little 'Fairy' in your home?"

The N. K. Fairbank Company,
LIMITED, MONTREAL

PACKARD'S SHOE POLISHES

A KIND FOR EVERY LEATHER

All the popular 10, 15 and 25c. lines
in all colors.

L. H. Packard & Co., Limited
MONTREAL

Packard's
Black "6"
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE
UN LIQUIDE ET PATE COMBINES

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

CHINA BUSINESS FOR SALE—REGINA has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

WANTED

WANTED—WHOLESALE GROCERY LINES for the Maritime Provinces, by an experienced traveller with a good connection of years standing. Address Maritime, Box 475, Truro, N.S.

A FIRST-CLASS MAN WANTED FOR MAIN line C.P.R., west of Sudbury to Kenora, Sudbury to Soo, etc. Don't apply unless thoroughly acquainted with the grocery business. Applications confidential. Apply Box 478, Canadian Grocer, Toronto.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

SITUATION WANTED

CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

GROCERY CLERK SEEKS POSITION where good salesmanship and attractive displays would be an asset. Good references. Any western town, Calgary, Edmonton preferred. Apply Griffiths, 242 Smith St., Winnipeg.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESmen—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

YOUNG MAN WITH CONNECTION AMONG wholesale and retail grocers in Toronto is open for one or more good lines. Salary or commission. Apply Box 477, Canadian Grocer, Toronto.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLlect your unsavory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

DOUBLE YOUR FLOOR SPACE. AN OTIS-Fensom hand-power elevator will double your floor space, enable you to use that upper floor, either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only $70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adequate to all classes of business. The Copeland-Chatterson Co., Limited, Toronto and Ottawa.

MODERN FIREPROOF CONSTRUCTION — Our system of reinforced concrete work—as successfully used in many of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St., West, Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. tf

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. W., Toronto, Canada.

COUNTER CHECK BOOKS—ESPECIALLY made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our holder, with patent carbon attachment, has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver.

BUSINESS-GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms, real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Limited, 129 Bay St., Toronto.

MOORE'S NON - LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott-Fisher, Ltd., Room 134, Stair Building, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating counter check books, and single carbon pads in all varieties. Dominion Register Co., Ltd., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to a decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice street, Toronto.

TANGLE-FOOT

Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

A POSSIBLE CUSTOMER

is often made by having just the particular thing he or she wants.

MAPLEINE

is a popular flavoring. Be sure and have it in stock.

Order from your jobber, or

Frederick E. Robson & Co.,
25 Front St. E., Toronto, Ont.
Mason & Hickey,
287 Stanley St. Winnipeg Man.
The Crescent Mfg. Co.
SEATTLE, - WASH.

SYSTEM **WORK**
SAFETY **WORRY**
MORE PROFIT **LESS LOSS**

Systematize the Credit end of your business, and stop losing money, stop losing customers, stop taking chances. Old methods of extending credit and collecting credit accounts have failed. Try the newer and better system—

ALLISON
Coupon Books

Here's How They Work

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

For sale everywhere by jobbers.
Manufactured by
ALLISON COUPON CO.,
Indianapolis, Indiana, U.S.A.

A want ad. in this paper will bring replies from all parts of Canada.

Buyers' Guide

Pure Canadian Tobacco

We can supply any quantity at right price.

Give Your Customers The Best.

Pipes and All Accessories.

J. A. FOREST

189 Amherst St. MONTREAL

A CARD WILL BRING PRICES

Our PAPER BAGS and WRAPPING PAPER

may please you more than what you are using now. If so, you want it.

Write To-day.

COUVRETTE & SAURIOL. Montreal

WRITE TO

10 Garfield Chambers, Belfast, Ireland, for Sample Copy of the

Irish Grocer, Drug, Provision and General Trades' Journal

if you are interested in Irish trade.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.

Package Quality. More than attractive We act second to none.

Augustus Conte & Co., Montreal

Importers and Brokers Wanted

THROUGHOUT THE DOMINION FOR WELL KNOWN OLD COUNTRY

TOFFEES PRESERVES

BOOT POLISHES HEALTH SALINE

FLY-CATCHERS, ETC.

Apply EDWARD KIDD & CO.

1080 Hamilton St., VANCOUVER, B.C.

Why not reap the harvest of your bad account seeds? No need to lose on them.

Every dollar you leave on your books is losing money for you every day. You are sowing the seed of loss. Give us a chance to collect all your old accounts. No collection — no charge.

Write for terms.

THE NAGLE MERCANTILE AGENCY
Westmount, Montreal, Que.

The Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.

VICTORIAVILLE, - QUEBEC

We have:— The Highest Quality
The Greatest Quantity The Lowest Price

17,500 Barrels per day. Correspondence Solicited

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

H. Bourque & Son, Montreal

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as

Olympia
and
Ben Bey.

ED. YOUNGHEART & CO., Limited
MONTREAL

GRATTAN & CO., LIMITED
ESTD. 1825
The Original Makers of

BELFAST GINGER ALE

Agents in Western Canada

EMERSON, BAMFORD CO.

842 Cambie Street VANCOUVER, B.C.

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.

FRANK L. BENEDICT & CO.
Agents Montreal

A want ad. in this paper will bring replies from all parts of Canada.

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.

Ingersoll, - - - - Ontario

Established 1886.

SHOW CASES
Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Mennier & Son, Maisonneuve, P.Q.

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.

Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.

Write for General Catalog.

The BRANTFORD OVEN AND RACK CO., LTD., Brantford, Canada

Write us for New Price List of

WINDSOR SALT

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, Manager

"NO-DUST"

MEANS NO DUST, NO GERMS

A strong, pleasant, disinfectant sweeping compound, in bulk only

No-Dust Mfg. Co.

8 Market Sq., St. John, N.B.

HOLLAND RUSK

No other food product compares with Holland Rusk. It is in a class by itself and will bring and hold trade for you. Order from your jobber to-day.

HOLLAND RUSK COMPANY,
Holland, Mich.

Trucking in is a pleasure

with the

"RENFREW SCALE TRUCK"

Not only does the "Renfrew Scale" do the full service of a truck but it offers to the dealer the big advantage of weighing the goods as they come in, thereby catching short weights which very often become a big item by the end of the year. The "Renfrew Scale" is strong, accurate and reliable. Send for prices and particulars.

RENFREW SCALE COMPANY, Renfrew, Ontario

Talking to the Point

CLASSIFIED WANT ADS. get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads. are so production of the best kind of results.

CLASSIFIED WANT ADS. are always noticed. They are read by wide-awake, intelligent dealers, who are on the lookout for favorable opportunities to fill their requirements.

TRY A CONDENSED AD. IN THIS PAPER.

JOHN DUNCAN & CO.

Representing
GEO. H. MACY & CO.
YOKOHAMA, JAPAN.
KOBE, JAPAN.
SHANGHAI, CHINA.
HANKOW, CHINA.
TAIPEH, FORMOSA.
COLOMBO, CEYLON.
CALCUTTA, INDIA.
LONDON, ENG.

TEA IMPORTERS
450 St. Paul Street
47 Place Youville
MONTREAL

Write for samples and quotations on Ceylon **Green Teas. We are making some special offerings of spot goods.**

IMPORT ORDERS SOLICITED.

EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samp'es.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

A LASTING TASTE OF GOODNESS

That is the chief characteristic of the highest quality Molasses imported into Canada under

PERFECTION

BRAND

Once tested, you can count on an insistent demand for our

BARBADOS

Golden Molasses

Considering the extra superb quality, price is thoroughly reasonable.

ASK YOUR WHOLESALER.

West India Co., Limited
MONTREAL

MOLASSES

The market has been puzzling for past number of weeks. Have you been holding off? We have an exceptionally large consignment now on the wharves which we have procured at the right price.

FANCY and CHOICE.

TEAS

JAPAN TEAS

560 Boxes of the very finest.

From 18c to 50c, in 5, 30, 40, 80 and 90 lb. boxes.

Fannings and Siftings, from 10c to 15c, in 70 lb. and 80 lb. boxes.

CEYLON AND INDIAN TEAS.

52 Boxes. Black.

From 23c to 42c, in 50 and 90 lb. boxes, and in 5, 30 and 50 lb. sealed tins.

34 Boxes GREEN CEYLON.

From 15 to 25c, in 80 lb. boxes.

CHINA TEAS.

259 Boxes.

IMPERIAL PEA LEAF PIN HEAD

From 15c to 18c, in 30 and 45 lb. boxes.

Be sure you get

"VICTORIA AND PRINCESS LOUISE" JAPAN TEAS.

Packed in 5, 30, 80 and 90 lb. boxes.

None better.

Always in stock: Package Teas:
"SALADA," "LIPTON,"
"TAMILKANDE" Brands.

Write, Phone, Wire.

Laporte, Martin, Limitee
568 St. Paul St., - Montreal
Telephone Main 3766

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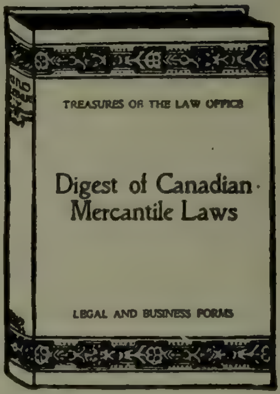
THE GROCER'S LIBRARY

"Digest of the Mercantile Laws of Canada."

A ready reference for merchants and their assistants in their daily business.


TREASURES OF THE LAW OFFICE
Digest of Canadian Mercantile Laws
LEGAL AND BUSINESS FORMS

Have you any outstanding accounts you wish you could collect? This book will show you HOW.

NEW EDITION—1913

No work published in Canada equals it for the Grocer

The entire work has been critically revised, a considerable amount of new matter added, and numerous cases and authorities have been cited in support of the most important points in the various Chapters. It is bound in the same dark green cloth.

A veritable consulting library on this one line so universally needed.
Based on Dominion and Provincial Statutes and Court Decisions.
Indorsed by barristers, sheriffs, magistrates and conveyancers.
Recommended by the Ontario Institute of Chartered Accountants.
Used by more accountants, bankers and business firms than any other work on the subject. Forwarded direct post free on receipt of price.

EASTERN EDITION, PRICE, $2.00
SPECIAL WESTERN EDITION, $2.50

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under The Land Titles System of Registration, an Appendix of 16 pages, containing a synopsis of the Land Titles Acts, has been added to our regular edition, thus constituting a special "Western Edition." Price, $2.50.

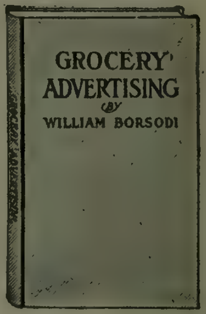
Practical Bookkeeping

By James B. Griffith

288 pp., 140 illus. Cloth binding. Theory of accounts; methods of bookkeeping; single entry and double entry; journalizing and posting; cash discounts; bank deposits; single proprietors' and partners' accounts; retail business; inventory, departmental records; partnership accounts; books and forms used; accounting for commission and brokerage business; produce shippers' books; commission merchants' books; storage accounts; special records. Price, postpaid, $1.60.

Grocery Advertising

BY WM. BORSODI



Price Postpaid $2.00

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

HOW TO ESTABLISH A TEA TRADE

The Tea Gardens of the World.
Tea from Seed to Leaf
Tea from Leaf to Cup
The Tea Marts of the Orient
How to Test Teas
Where to Buy Teas
Is it Wise to Place an Importation Order?
Bulk Versus Package Teas
Tea Blending

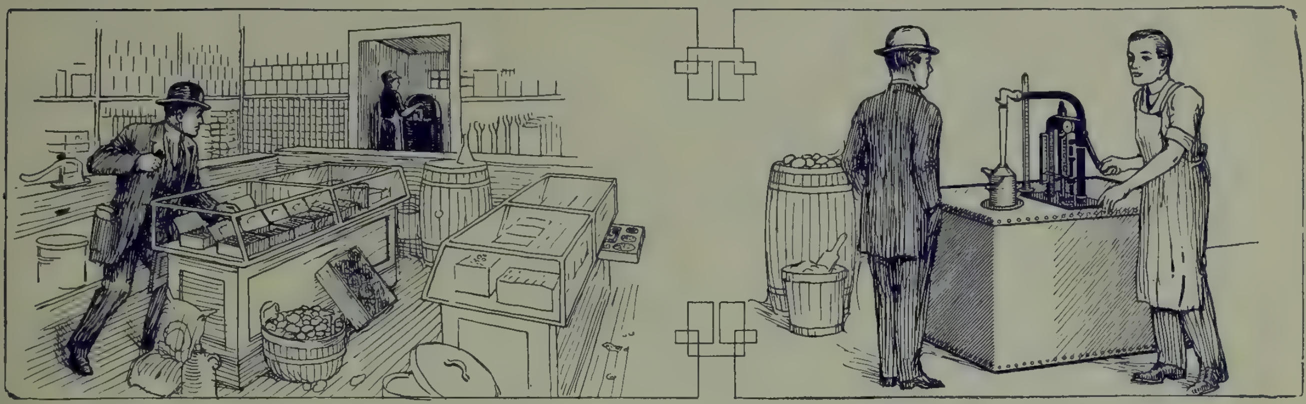
Price postpaid, $2.00.

275 Pages **24 full-page illustrations**

All orders payable in advance.

The MacLean Publishing Co., Ltd.
MONTREAL TORONTO WINNIPEG VANCOUVER
BOOK DEPARTMENT
143-149 University Ave. -:- Toronto

If remitting by cheque make same **payable at par,** Toronto



The Bowser Safe Self-Measuring Oil Tank Can Be Kept in a Convenient Part of the Store

because it is clean and there is no dripping of oil to stain the floor or spoil other articles of food. The old style oil tank must be kept in the shed or cellar, which necessitates leaving the store to draw oil. The BOWSER is equipped with an automatic cut-off that checks the flow of oil as soon as pumping ceases, and prevents dripping; it does away with the nasty, oily measure and funnel. The Computer shows how much to charge for, and the Float Gauge shows how much oil is left in your tank. In fact, to sell oil in a cleanly and profitable way you need a BOWSER. Write for FREE BOOK full of information about handling and selling oil.

S. F. BOWSER & COMPANY, Inc.

66-68 Frazer Avenue - Toronto, Ont., Canada

Made by Canadian Workmen and Sold by Canadian Salesmen. Sales Offices in all Centres and Representatives Everywhere.

Original patentees and manufacturers of standard, self-measuring, hand and power driven pumps, large and small tanks, gasolene and oil storage and distributing systems, oil filtering and circulating systems, dry cleaner's systems, etc.

Established 1885.

Sanitary Cans

"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.

Five Roses Flour

Not Bleached — Not Blended

LAKE OF THE WOODS MILLING COMPANY KEEWATIN TRADE MARK REGISTERED

Base your selling success on flour facts not on fine phrases.

IF you have been working brain and body to build up a consistent flour trade and feel discouraged to-day for lack of support, should you abandon a line that **others** have made profitable?

Or should you concentrate that splendid selling ability and industry upon FIVE ROSES Flour?

Why should you work for a flour that doesn't work for you, Brother Grocer, when you can sell FIVE ROSES?

Every repeat customer should bring you new reasons, new selling points, new causes for enthusiasm to convince new patronage.

It is a splendid flour indeed that not only stays sold upon introduction but radiates selling force wherever it goes, that intensifies the salesmanship of whomever handles it, either as buyer or seller.

Neither you, Brother Grocer, nor ourselves alone could ever have carried FIVE ROSES sales from 800 barrels a day to 11,500 unless the flour itself took firm root in the esteem of the housewife and there sowed the seed of future sales.

WRITE NEAREST OFFICE

Montreal
Ottawa
St. John
Sudbury
Winnipeg
Toronto
London
Quebec
Keewatin
Vancouver
Portage la Prairie

Daily capacity—11,500 barrels

LAKE OF THE WOODS MILLING CO.
"The House of Character" *Limited*
MONTREAL

THIS IS THE 1,331st ISSUE OF

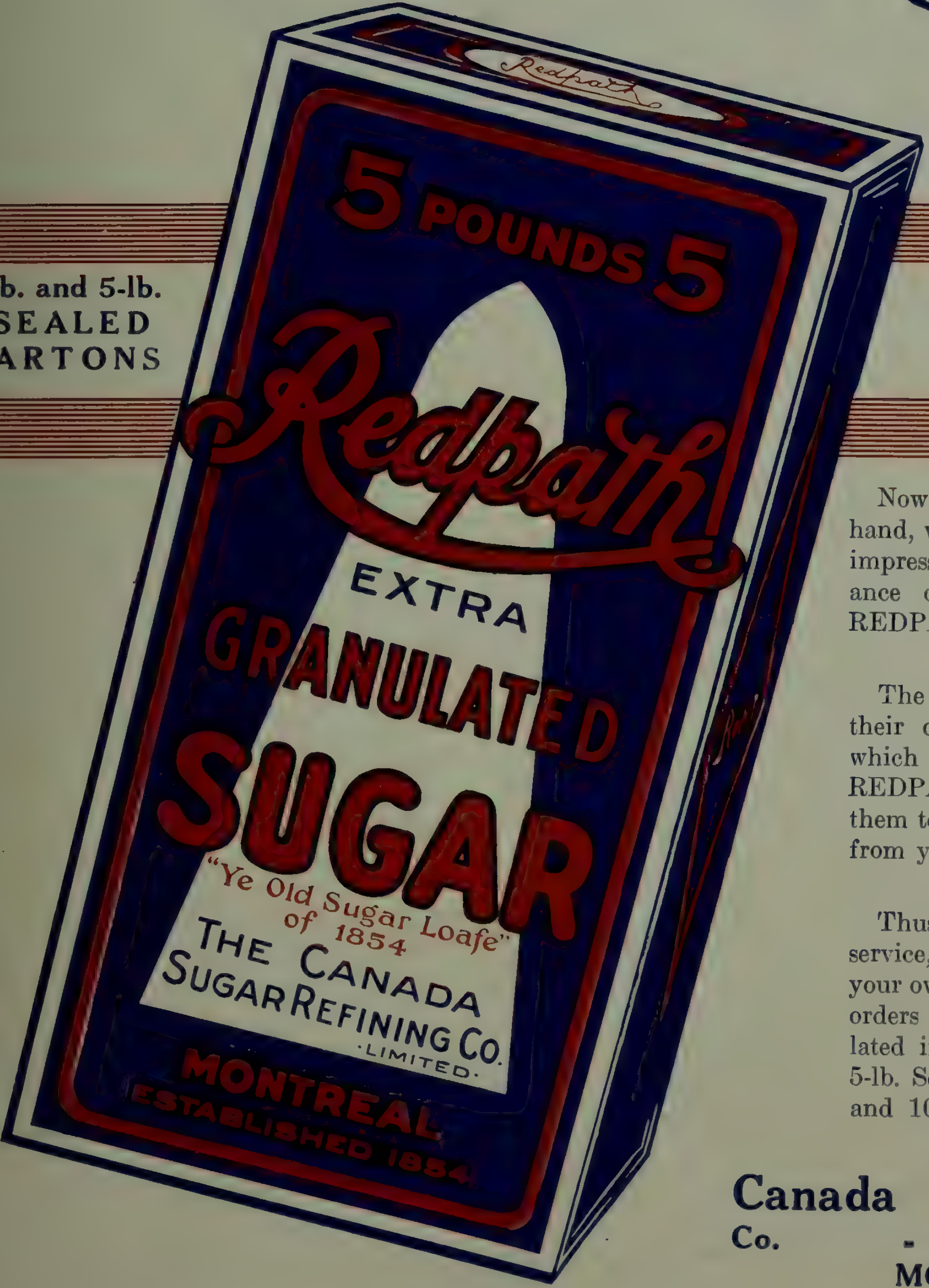
CANADIAN GROCER

ONLY WEEKLY GROCERY PAPER PUBLISHED IN CANADA
THE MACLEAN PUBLISHING COMPANY, LTD.

Vol. XXVII. PUBLICATION OFFICE: TORONTO, JUNE 13, 1913 No. 24

For Preserving, Push Redpath

Extra Granulated SUGAR



2-lb. and 5-lb.
SEALED
CARTONS

20-lb., 50-lb. and
100-lb.
CLOTH BAGS

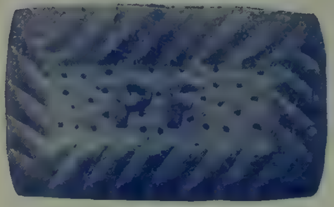
Now that the preserving season is at hand, with its heavy demand for sugar, impress on your customers the importance of using only the *very best*, REDPATH Extra Granulated.

The improvement in the quality of their canned fruits, jellies and jams which is sure to follow the use of REDPATH Sugar, will encourage them to buy more fruit and more sugar from you.

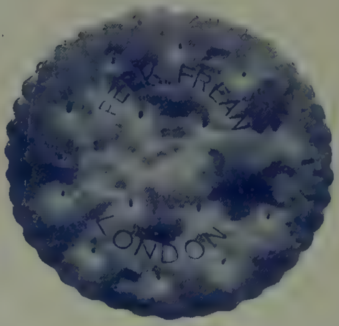
Thus you will be doing them a real service, which will react favorably on your own business, if you fill their sugar orders with REDPATH Extra Granulated in Original Packages—2-lb. and 5-lb. Sealed Cartons and 20-lb., 50-lb. and 100-lb. Cloth Bags.

Canada Sugar Refining Co. - - Limited
MONTREAL

THREE VERY POPULAR BISCUITS



P.F SHORTCAKE
Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

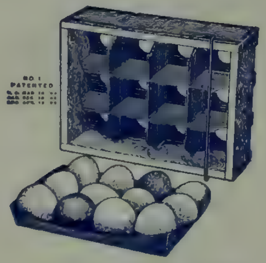


GOLDEN PUFF
Very light and flaky.
About 42 to pound.

PAT-A-CAKE (reg'd)
Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

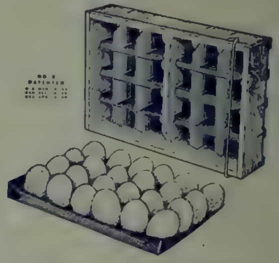
AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND



ONE DOZEN SIZE

STAR EGG CARRIER DIVISIONS



TWO DOZEN SIZE

Each Broken Egg Costs You As Much As A Safely Delivered One, But—YOU DON'T GET PAID FOR IT

STAR EGG CARRIERS AND TRAYS

Will stop this breakage, prevent miscounts, and will save you time and labor. These features will not only pay for the installation of STAR EGG CARRIERS AND TRAYS, but will guarantee you EGG PROFITS.

STAR EGG CARRIER DIVISIONS cost but little, and being renewed occasionally, will keep your STAR EGG CARRIERS at the top-notch of efficiency.

Our booklet called "SAFE EGG DELIVERY," explains the economy of the STAR system fully. May we send it to you?

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg. Co.
1500 Jay Street, Rochester, N. Y., U. S. A.

Who Wants to be a Camel?

It is a well-known truism that a camel can go eight days without a drink. Nature does not allow humanity such a lengthy space between drinks. To drink often is the demand of nature—and what drink is more delicious and refreshing than "Stower's" juice of the Lime Fruit—the drink that keeps the blood and digestive organs in excellent state.

As Supplied
To His Majesty
The King

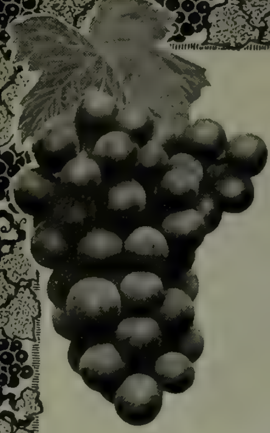
"STOWER'S"
Lime Juice Cordial

is prepared from the freshly squeezed juice of the Lime Fruit with every impurity carefully removed. **It will not ferment and is sweetened with the best refined sugar.**

As Supplied
To The British House
of Commons

The grocer is the man to supply the demand for thirst quencher, especially during the hot summer season. Stower's Lime Juice Cordial should be the leader of every grocer who is desirous of having all the business that should come his way.

Arthur P. Tippet & Company
Agents
Montreal *Toronto*



Canadian Grocers Find

Welch's

Grape Juice

A Profitable Business Builder

From the very first day you put Welch's Grape Juice on sale you will find that it is a "Repeat order" article—it is proving profitable to all Canadian grocers who push its sale.

Welch's is the **standard**—we have always insisted on the highest quality and the utmost purity in its production—that's why it has met with public favor from the very start.

Now is the time to stock "Welch's"—we furnish, free of charge, attention-compelling, attractive display advertising to all dealers who push "Welch's."

Write to-day for prices and names of Canadian distributors.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

"FORCE"
THE SIGN OF PERFECTION
THE H-O MILLS
FORCE
A Malted Wheat Flake For Breakfast
"FORCE"
Made him "Sunny Jim"
FORCE IS THE WHOLE WHEAT
Each flake is a whole grain of wheat cooked with barley malt, rolled and toasted

——this is the package that gets the trade and holds it!

Gets the trade, because the great volume of newspaper and outdoor advertising we are doing is constantly creating new business of the better class, and

Holds the trade, beause in all this world there is no better, tastier, more easily digestible, or more nourishing breakfast food than

"FORCE"
THE SIGN OF PERFECTION
THE H-O MILLS
FORCE
A Malted Wheat Flake For Breakfast
"FORCE"
Made him "Sunny Jim"
FORCE IS THE WHOLE WHEAT
Each flake is a whole grain of wheat cooked with barley malt, rolled and toasted

"FORCE"

TOASTED WHEAT FLAKES

Whole wheat flakes, cooked with barley malt, rolled, baked and toasted to a delicious crispness.

Made by the H-O Co., Hamilton

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
By which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

BORDEN

BRANDS

"JERSEY"
BRAND
UNSWEETENED
EVAPORATED MILK
ENRICHED BY EVAPORATION TO THE CONSISTENCY OF CREAM

The name BORDEN'S is a strong guarantee in the sale of milk products.

Dealers stocking these brands are catering to the demands of the general public, thereby adding prestige to their business.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branch Office No. 2 Arcade Building
Vancouver, B.C.

Are You Searching For

A High Class Lemonade Powder

? ? ?

Here it is. MESSINA is the Brand. There is a lemony nip with this drink that is not noticeable with others, which is one of many reasons why it is the recognized leader on the market to-day.

Sound profit for you, besides the utmost courtesy from the manufacturers.

Let us hear from you.

Correspondence from Western Agents Invited.

HENRI JONAS & CO.

MONTREAL

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

YOU CAN SAVE ONE DOLLAR A CASE

by placing your order for

CHIVERS' PURE ENGLISH JAMS, ETC.

with us now:—

On all orders received for this line up to the 15th June, when our special introductory offer expires, we will give the special introductory prices.

Chivers' Pure Strawberry	**$2.00 doz.**
Chivers' Pure Raspberry	**$2.00 doz.**
Chivers' Pure English Orange Marmalade	**$1.65 doz.**

4 doz. cases

We have other sizes, 2s, 5s and 7s.

You should drop us a card for our rebuilding sale prices on many lines. Our CANNED SALMON SPECIAL has brought us many orders.

Fenwick, Hendry & Co.

Wholesale Manufacturing Grocers

Kingston, Ontario

Dear Sirs:—

GETTING THE BAKED BEAN BUSINESS

Did you ever try a counter display of "Simcoe" Baked Beans, opening a fresh can for sampling purposes each day? The profit is certainly worth while.

You see, it's like this, the kitchen stoves are being "let out" now, and plain, economical foods are being bought. It's up to you to meet the condition. The principle of meeting this condition in business is at the bottom of all store success.

The housekeeper is in a receptive mood—she walks up to your counter — sees your display of those wholesome, appetizing "Simcoe" Baked Beans. The suggestion is immediately telegraphed to her brain, "Baked Beans means less kitchen drudgery and reduced cost of living." Addressing you she says, "Just the very thing, thank you for the suggestion. I will take a can, please."

Here's the psychological moment for you: "Just one can? Certainly, certainly, but if you buy six cans you save so much and you have a meal always ready." So if you are a good salesman, you have sold her not one can, but six.

"Simcoe" Baked Beans, you will notice, are carefully hand picked. There are no stones or gritty substances in these Beans. Note the uniform size of the Beans and the flavor of same.

To ensure satisfaction, to your customers, be sure they are **"Simcoe"** Baked Beans.

Advertising matter that will increase sales supplied upon request.

Yours truly

Dominion Canners Ltd.

A strong link in the chain of business——

"SIMCOE"
BAKED BEANS

What is More Delicious Than E.D.S. Raspberry Vinegar?

Especially in hot weather when thirsting appetites are ever seeking that beverage that will give them a cooling, quenching delicious drink.

The public thirst must be quenched, Mr. Grocer, and if you do not keep a stock and display well

E D S

Raspberry Vinegar

you are overlooking an opportunity to "make good" with a trade that may mean regular business for you.

The finest berries and perfect care in the manufacture has made E. D. S. Raspberry Vinegar no exception to the high standard of the E. D. S. Products.

Now is the time to stock and display.

Made only by

E. D. Smith & Son, Limited
WINONA - - ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

Showing Electric Recorder and Cash Till.

The evolution of the professional "Dead-beat."

How to Stop Him in Time

You, Mr. Grocer, are sowing the seed of Professional "Dead-Beatism" every day you allow carelessness to creep into the collection of your accounts. Here is the way it works—Mr. Jones, a good respectable citizen opens a small account with you, he pays up, is labelled a good pay, and runs another account. This time he allows it to run a week or so over time, pays a little on it, and so on week after week until he loses track of the real amount he owes. You think he is alright, he intends to be, but has become a little careless. You let him go without sending in his bill either from lack of time or from carelessness. When you do send it he is shocked; it has got beyond him, he quietly goes and you lose your money. Mr. Jones is then on the fair road to become a "dead-beat." He now has the nerve, he tries it again, he succeeds again—he is now a "Professional dead-beat"—all because you were too lenient. Before you make any more "dead-beats," Mr. Grocer, look into the McCaskey one-writing Account system, and you'll change your ways. Your customer knows how his account stands at every purchase—he stops it in time and stays respectable—stays a "good-pay" and you hold his trade and lose no money.

Write to-day.

Manufacturers of "Surety" Carbon Back Counter Check Books.

THE DOMINION REGISTER CO.
LIMITED
TORONTO, ONTARIO
Trafford Park, Manchester, Eng.

The Quality Behind the Name

is the most potent factor in the selling power of any article of commerce.

Give the consumer nothing but the PUREST and the BEST and you lay the foundation of a steady, permanent and ever increasing trade.

Clark's Pork and Beans

are prepared only from the PUREST and the BEST of material.

The beans are carefully selected and of the highest grade, the ingredients of the sauces are absolutely the purest obtainable, and the method of preparation is the most approved and up to date. The result is the QUALITY, which has made CLARK'S a household name to-day.

Buy the Quality That Sells

WM. CLARK, Montreal

Shirriff's

True Vanilla

has earned a great quality-reputation during the thirty years it has been upon the market. It is looked upon by housewives as

The Leading Canadian Vanilla

For that reason it commands the largest sale in Canada, and pays good profits to enterprising grocers in all sections of the Dominion.

Shirriff's True Vanilla is made from the finest Mexican Vanilla Beans, and aged until its exquisite flavor and bouquet are fully matured.

If you are not handling Shirriff's write us. We will arrange to have you supplied.

Imperial Extract Co.

Toronto

PURITY and EFFICIENCY

These are the foundation of all successful products that **remain** in the market.

Its **PURITY** gives confidence to the user.

Its **EFFICIENCY** creates the gratification from success in use.

IN NUTLARD

(The new French Lard)

The COOK has a Lard that is always SWEET.

The CONFECTIONER has an article that can be used in the most delicate confections.

The BISCUIT MANUFACTURER gets the lard that does not go wrong in the biscuits after they are sent out.

The GROCER a seller that never brings a complaint.

Rocca, Tassy & DeRoux

MARSEILLE, FRANCE

Canadian Agent:

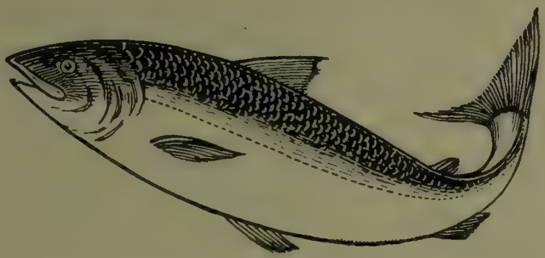
J. RUSSELL MURRAY

6 St. Sacrament Street, - - MONTREAL

Anglo-British Columbia Packing Co., Ltd.

H. BELL-IRVING & CO., Limited, Agents, VANCOUVER, B.C.

Sockeye



Sockeye

SALMON

Buy—

SOVEREIGN BRAND
HOLLY LEAF BRAND

THE FINEST GRADE OF SOCKEYE SALMON

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.
1615½ North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Rideau Hall Coffee

PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

WALKER PATENTED BINS

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER CO., 138 Front Street, New York

When writing advertisers kindly mention having seen the advertisement in this paper. : : : :

ROYAL
SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will apprecite Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR, ONTARIO

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.
FRUIT PACKERS AND SHIPPERS
36 Eastcheap, LONDON, England
CABLES "GOODINGITE LONDON." ALL CODES.

Represented in TORONTO by W. B. STRINGER

Try it
on *your* stoves

Get a trial tin of Gipsy Stove Gloss and have **your own** stoves polished with it. See the brilliant shine obtained with a minimum of rubbing. Then, when your next customer asks for stove polish, give her

GIPSY
STOVE GLOSS

She'll come again, sure. Your jobber will give you prices.

HARGREAVES,' (CANADA) LIMITED.
33 Front Street E., TORONTO

"Commercial Service"

Brantford
MOTOR TRUCKS

"Previous to buying your auto truck we used six horses and four wagons. When we purchased the auto we sold three of our horses and the auto is doing the work of the three horses and two wagons much more efficiently and with considerable less cost. We run our auto on an expense of seventy cents a day (gasoline and oil)."

The above is taken from a letter written to us by one of Canada's leading Grocers. We have many such statements from satisfied users of **Brantford Motor Trucks.**

Write to-day for our 1913 Catalog.

Brantford Motor Truck Co., Limited.
Brantford - - Canada.

Advertises Itself

In 1903 Hawaiian Pineapple first appeared upon upon the market in commercial quantities, a paltry hundred thousand cans—barely one can for every nine hundred people in the United States.

In 1907, only four years later, the output and sales were fifty times as great, an increase of 5,000%. Up to this time, not one dollar has been spent for advertising.

The Quality of the Product Has Advertised Itself

In 1908 the output was again doubled, — Hawaiian Pineapple was advertised in some of the magazines for seventeen months (you may remember), and the demand was quadrupled in twenty months. Can you think of any other food product, the demand for which could have thus **increased more than three hundred times** in ten years with so little advertising?

Yet this 31,000,000 cans is still scarcely enough to give each person in the United States one third of a can **once a year.**

All your customers who know Hawaiian Pineapple, want more than this eight times a month.

We begin packing again in July, but it will be well into the fall before future packing will reach your shelves.

Have you had your share this year?

Have you enough on your shelves to keep you going?

Always stock with Hawaiian Pineapple, no matter what brand; so long as it comes from Hawaii it is sure to be "picked ripe" and "canned right." At all jobbers—sliced, grated or crushed.

HAWAIIAN PINEAPPLE PACKERS' ASSN.

HONOLULU, :-: HAWAII

Two at the Price of One

Bookkeeping Without Books

Systematize the credit end of your business and **stop** losing money. **Stop** losing customers, **stop** taking chances. Protect your accounts against **mistakes** and **fire** by using the **Ullman Account Register** and **Safe.**

The two at the price of one.

Write us **to-day.**

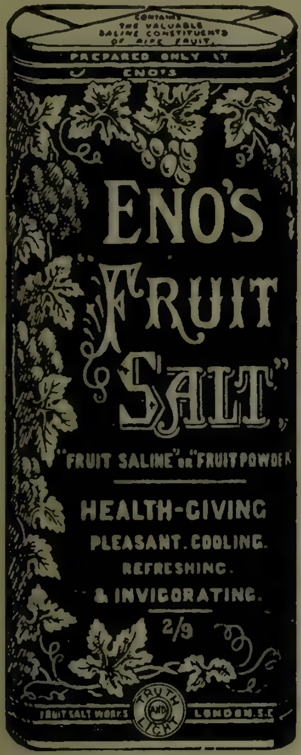
Hamilton Ideal Mfg. Co., Limited

Hamilton, Ontario

Toronto Office:—482 College Street

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

There Is Always Demand

As the convenience and quality of Brand's Essence of Beef are becoming more widely known —sales are bound to increase.

BRAND'S ESSENCE OF BEEF

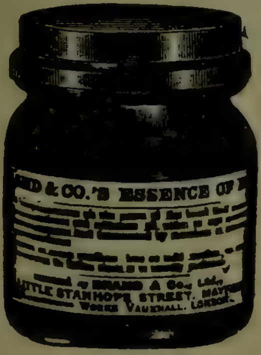
is a clear, amber colored jelly, invaluable to invalids and convalescents, which should be stocked by every first class grocer.

It is easily assimilated and can be retained by the most sensitive stomach. There is nothing better for a weak digestion.

"Brand's Essence of Beef" has a world wide reputation and is right in the grocer's line.

Get wise to this opporuntity of further profit-making and be ready to supply your customers' requirements.

Give "Brand's Essence" the prominence it deserves and let your customers know you handle Brand's Specialties.



Brand & Co., Limited

Purveyors to H.M. the Late King Edward VII.

MAYFAIR, - LONDON, ENG.

NEWTON A. HILL, 25 Front St. East, TORONTO
H. HUBBARD, 27 Common St., MONTREAL
McLEOD & CLARKSON, VANCOUVER

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building [illegible]
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
'Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Carl O. Olsen & Kleppe, Ambrosia and Albatross Sardines

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
290 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO.
Winnipeg WHOLESALE Man.
Produce and Provision Merchants
Bakers' and Grocers' Specialties
Open For One or Two Good Lines
Trackage, Warehouse, Splendid Storage

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.
Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON
Manufacturers' Agents and Wholesale Commission Agents
852-6 Cambie St., Vancouver, B.C.
Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.
WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY
We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED
C.F.ST.&Co
BRAND STUHR.

STUHR'S
GENUINE CAVIARE,
ANCHOVIES IN BRINE
(Salted Sardels).
In Tins and Glasses.
"Please ask for our offer"
C. F. STUHR & CO., HAMBURG.

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

SHIP YOUR CARS TO
FERGUSON'S SIDING
Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.
FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.
We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.
WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS
CANNED AND DRIED FRUITS, BEANS, SALMON
Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.
Manufacturers' Agents and Commission Brokers.
We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.
857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY
Company, Limited.
Wholesale Jobbers & Manufacturers' Agents.
Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.
TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH
COMMISSION AGENT
Canned Goods a Specialty
821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD
Winch Building Victoria, B.C.
Manufacturers' Agents and Commission Brokers.
We can give special attention to a few good agencies. Anything we handle we push
References: Bradstreets, Royal Bank, Union Bank.

NEWFOUNDLAND.

T. A. MACNAB & CO.
ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
48 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—
Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

Tartan BRAND
THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart	Gordon	Highland Lassie.	Rob Roy
A blend of the highest grade to satisfy particular people. Retails at 45c.	A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.	A blend of good Coffees to retail at 35c.	Cheap in price but worthy in quality. To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

Your stock is not complete without

SYMINGTON'S COFFEE ESSENCE

The already large demand is fostered by continuous up-to-date advertising, and your customers—appreciating the excellent quality, pure flavor and extreme handiness of Symington's Coffee Essence—will become regular users.

Remember there is no other Coffee Essence to equal SYMINGTON'S, and write for prices, showcards and full particulars to-day.

Thos. Symington & Co, Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

Are You Wasting Time

and losing trade by selling salt of inferior quality, poorly packed and perhaps adulterated?
If you do not give your trade the best quality some one else will.
Don't let trade walk past your door. In salt sell them the pure and perfectly distilled—

Century Salt

Best for table or dairy. Put up in barrels and bags.

**The
Dominion Salt
Co., Limited
Sarnia Ontario**

PURE RELIABLE

Have no hesitation

in stocking and recommending

"COW BRAND"

BAKING SODA

It is noted for its strength, purity and reliability, and is a marked favorite with the cook.

See to your stocks. *Order from your jobber.*

CHURCH & DWIGHT
Manufacturers LIMITED
MONTREAL

St. Lawrence Granulated

Now packed in three different sizes of grain

RED LABEL	BLUE LABEL	GREEN LABEL
Fine Grain	Medium Sized Grain	Coarse Grain

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

RICE'S SALT

"The Pure Table and Dairy Salt"

Rice's salt has won its spurs from its absolute purity and uniformity. Once you introduce Rice's your customers will come to you for it again. It brings them back.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

---

on the King's table

Cairns' Scotch Jams, Jellies and Marmalades hold this distinctive position by reason of their superior quality and absolute purity.

Your customers will also give Cairns' products a permanent position on their tables if you introduce them to Cairns' pure fruit delicacies.

By Royal Warrants of Appointment to

HIS MAJESTY KING GEORGE V.

HIS MAJESTY THE KING of Spain

HER ROYAL HIGHNESS THE CROWN PRINCESS of SWEDEN

and for 22 years

To HER LATE MAJESTY QUEEN VICTORIA.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

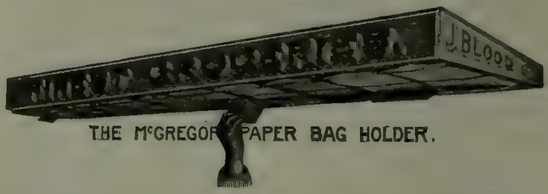
Canadian Agents:—SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver.

Every Little Helps.

It may not seem important to pay much attention to selling small articles, but there is all the difference between a satisfied customer who has bought Reckitt's Blue, and another who has not got the Best.

Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS.** Quality and Prices are exceptionally favorable this year.



HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

bangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

D. & J. McCALLUM

PERFECTION SCOTCH WHISKEY

For distinct flavor (not smoky) McCallum's Perfection Scotch Whiskey has no rival. It is mellowed with age, and being widely known through our consumer advertising, is taking the highest place in the liquor world.

Wm. E. McIntyre, Limited
23 Water Street, St. John, N.B.
GENERAL AGENT

WHITE SWAN

The Best Results are Obtained With WHITE SWAN Specialties

It is a common thing for housewives, who use White Swan Products in their baking, to have their friends remark on the deliciousness of the bread or pastry.

WHITE SWAN Baking Powder, Yeast Cakes, Jelly Powders, Flavoring Extracts, Spices, Coffee, Etc., may be recommended by you as the most superior in their respective lines. Only the purest ingredients are used in the making. Herein lies the secret of "White Swan" success.

Stock and specialize on the White Swan lines. You will find a ready sale that will yield for you a **real** profit.

White Swan Spices & Cereals, Limited,
TORONTO

34 CARLOADS

or 449,663 pounds of Tea is the increase alone
in the sales of

"SALADA"

for the first 23 weeks of this year over the same period of 1912. This unmistakable evidence of the appreciation of Good Quality is all the more gratifying because it is shared in by our friends in the trade. It is proof positive that "Salada" is a real trade-winner—building trade that grows—trade that pays.

"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	**11 Terrace**	**198 W. Broadway**	**32 Yonge St.**	**St. Paul St.**	**34-35 S. Market St.**	**361 N. River St.**	**Shelby Block**

Branches also in Pittsburg and Philadelphia.

AIM FOR GREATER BUSINESS——

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

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Customers
will be

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Robinson's Patent Barley

has proved itself a healthful and nutritious food for young and old.

Sells Without Effort

Its reputation is long established and customers like it; that accounts for the steady demand.

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403 St. Paul St., Montreal **30 Church St., Toronto**

AGENTS FOR THE DOMINION OF CANADA

Your Customers Return For These Two Leaders!

BENSON'S
Prepared Corn
FOR CULINARY PURPOSES.

SILVER GLOSS
Home Laundering Starch
THE WASH-DAY FAVORITE

Standards for over half a Century

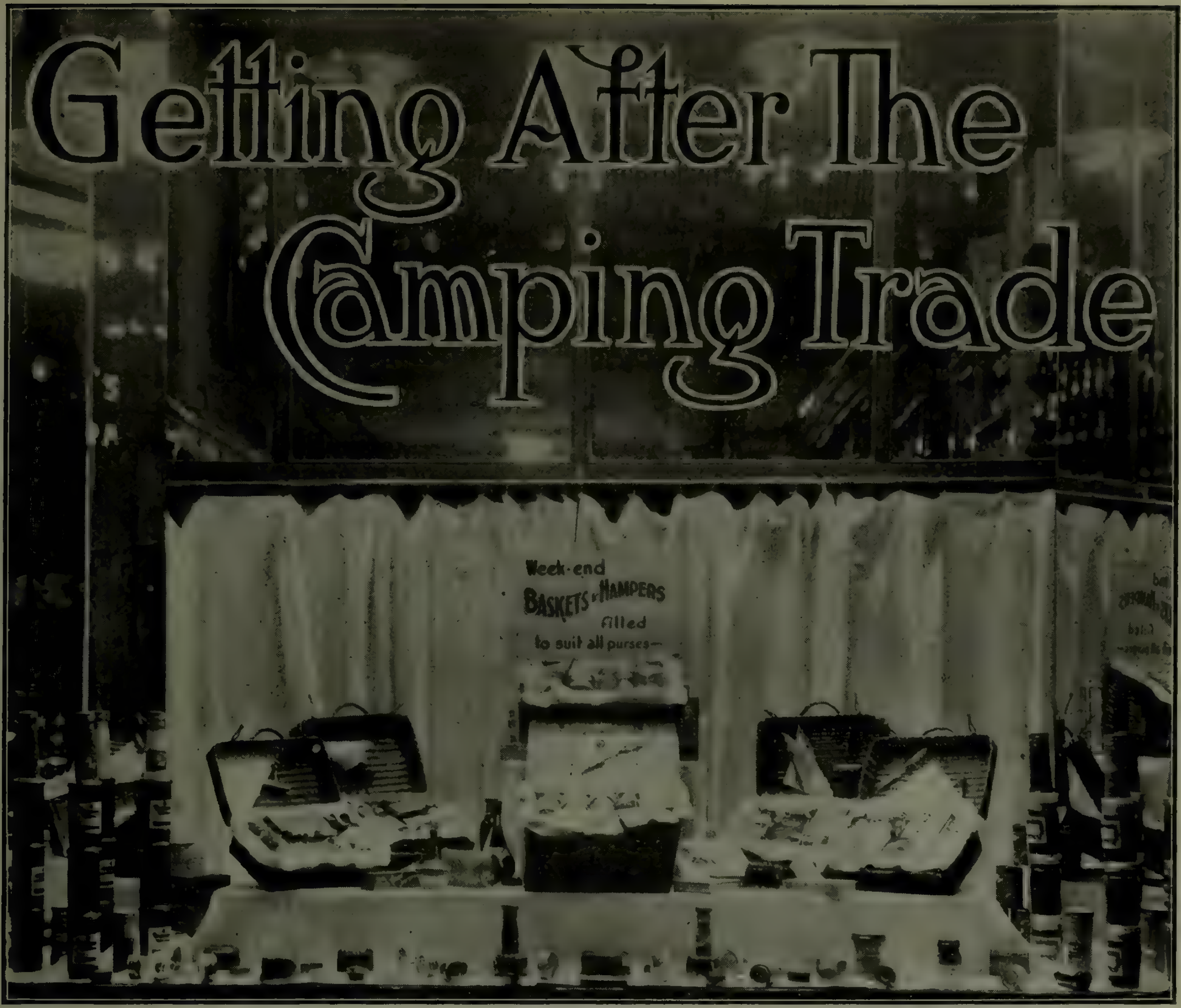
IT'S THE QUALITY THAT BRINGS THE REPEAT ORDERS

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Getting After The Camping Trade



Window shown by Fraser, Viger & Co., Montreal, to attract business from those who go camping.

Value Placed on Selling Camp Eatables By Means of the Hamper—Montreal Firm Puts Up These to Suit Any Purse—Canned Meats, Fish, Fruits and Vegetables, Preserved Fruits, Olives, Etc., Among Big Sellers.

Now that the summer season is here the retail trade in many Canadian towns and cities have the opportunity of getting good business from those who go camping. This camping trade must be invited. Not much of it will come otherwise, and in this article is shown how a Montreal retail firm gets after it. Some merchants have the idea that summer is naturally a quiet time and they make no attempt to go after business. This is all a myth. Fraser Viger & Co., of Montreal, do more business in summer than in winter.—Editor.

With the coming of June there comes into the heart of every dweller in the crowded cities, the longing for "camp life"—a longing for the open air and the simple life. And in his search for recreation the camper gets into unfrequented places where the demands of the physical being can only be met by laying in large stocks of staple foods. Thus the camper is forced to buy his supplies in large quantities and usually his tastes run to those articles on which the profits are liberal, thus making this class of trade doubly attractive to the dealer.

Catering to Campers.

In the May 30th issue was an article telling of the success of A. Grenier of Quebec City, in catering to this trade. Mr. Grenier derives a goodly portion of his large business from this source and by catering to the fancies and whims of the campers has developed an extensive "hamper" business among the summer resorts that throng the Laurentians. Mr. Grenier states that these camps order from him year after year and the orders are usually for $75.00 to $150.00 worth of groceries at a time. Canned goods, pickles, preserves are favorites with the camper and are always found in the hampers.

Prepared Hampers.

Fraser, Viger & Co., Ltd., St. James Street, Montreal, cater to the "week-end" camper by preparing "ready-to-take" hampers filled with all kinds of good things to eat. These are displayed in the window, and above is shown a photograph of one display. It might be stated that the photo scarcely does the display justice as it does not reproduce the tempting qualities of the viands. This firm has been catering to this trade for years and has in that time developed a reputation for these hampers which is difficult to surpass. The hampers are filled with cooked meats in glass, olives, preserved fruits in glass, sardines in tins, catsup, biscuits in air tight packages, sugar in packages, tea, coffee, pepper, salt, bacon in glass, cooked ham, mustard in glass, and numerous other articles among which are cigars, cigarettes, chocolates and beverages.

Sends Out List.

Other live dealers send out pamphlets listing the lines that would appeal to the camper. These are mailed to all prospective campers who can be found, and are enclosed in all hampers prepared by them and distributed wherever they would be likely to prove productive.

Terms of the New Parcels Post Act

Social Zones Have Been Made to Protect Retailers From the Competition of Order Houses—Rates Have Not Yet Been Fixed—Explanation of Measure in Speech of Postmaster-General Delivered in Commons.

The announcement that a Parcels Post measure had been introduced in the House of Commons and been carried came as a surprise to the commercial interests of Canada. A few days previous to the introduction of the measure, a dispatch had been sent out from Ottawa and published broadcast that there was every likelihood of the matter being left over until next session . However, the fact that the federal powers intended to act was demonstrated when the Postmaster General, Hon. Mr. Pelletier, introduced the bill in the House. Considerable discussion ensued, the measure finally being carried.

The terms of the new act were briefly explained in last week's issue. It is impossible as yet to explain all details as the Government was not in a position to give out explicit information. Rates have not yet been decided. The only information available is contained in the address of the Postmaster-General in introducing the measure before the house. His speech accordingly is reproduced in full:

Mr. Pelletier—The subject matter of this legislation has been under the consideration of the Post Office Department for quite a long time. My officers, as well as myself, have devoted a good deal of time and attention to it, having in view the idea that the time had come for Canada to follow the example of nearly all civilized countries and to have a regular system of parcel post. The bill now before the House is the result of that work; it is short, and speaks for itself. We have now on the statute book legislation which has been there for some time, and which relates to parcel post; this legislation is to be found in the Post Office Act, section 74. I wish to read this section in order to show the committee that the bill which is now under consideration does not contain any provisions exceeding the powers which are now vested in the Postmaster-General of Canada:

The Postmaster-General may establish and maintain a parcel post within Canada, and may arrange with the Government of the United Kingdom, any British possession, or any foreign country, for the reciprocal receipt, transmission and delivery of parcels; and closed parcels, other than letters, and not containing letters, may be sent by such parcel post, and when so sent shall be liable to such charges for conveyance and to such regulations as the Postmaster-General, from time to time, sees fit to make.

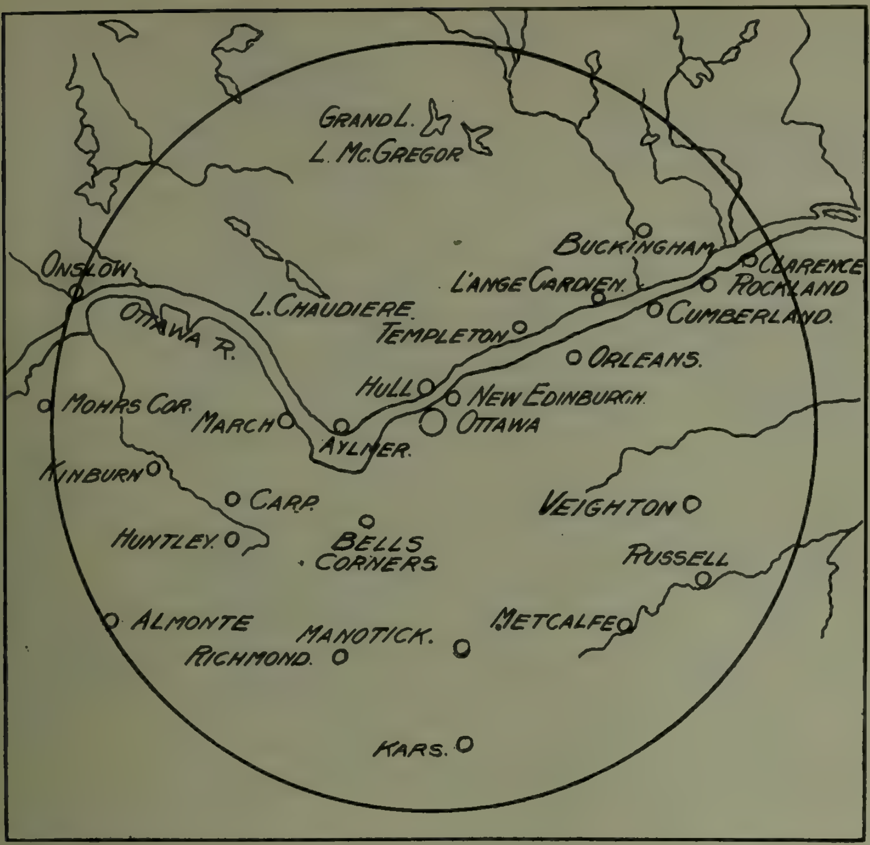
The Postmaster-General, therefore, now has under the law the right to fix those rates. The bill provides that the weight of the parcel shall not exceed eleven pounds which is the postal union weight, and that it shall not be greater in size than seventy-two inches in length and girth combined. The fourth section provides that all charges for the conveyance of parcel post must be prepaid in postage stamps. Section 5 says:

The rates of postage applicable to post parcels shall be determined by the Postmaster-General, and all powers which the Postmaster-General now has with regard to mail matter are hereby vested in him for the parcel post system.

This, as will be seen, is practically a re-enactment of the provisions to be found in section 74 of the present Post Office Act. The bill moreover provides for the appointment of two supervisors or inspectors, who will have to help us to put the law into operation. In the last section of the bill we have provided that the Act shall come into force on a day to be fixed by proclamation of the Governor in Council. This is on the lines of the legislation adopted by the United States, wherein they declared that the law should come into force at a later period; as a matter of fact it came into force on the first day of January of the present year.

We have tried to follow what we have considered to be the best features of the United States system. Other features of that system, while I shall not say that they are bad, have not been adopted, for obvious reasons. We are going to adopt the zone system, but not on the same lines as the system at present in vogue in the United States. In order to be well understood, let me state in a few words how the zone system is working in the United States. There they have eight postal zones, although we may say that they really have nine. What I would call the ninth zone is their rural mail system, to which a special parcel post rate applies. We have been unable to adopt this principle, because our rural system is not sufficiently complete. Their zones have been fixed as follows: The first zone includes all territory within such quadrangle in conjunction with every contiguous quadrangle, representing an area having a mean radial distance of approximately fifty miles from the centre of any given unit of area. The following six zones are determined under a somewhat similar plan, each one increasing in distance from the centre of a given unit of area, and extending outward 150, 300, 600, 1,000, 1,400 and 1,800 miles, the eighth zone including all units of area outside of the seventh. Instead of using townships and counties as units of starting points, it was decided to divide the whole country into blocks of units, each block being half a degree of longitude east and west. There are 3,500 of these units in the country. This is an admirable but a most complicated system which necessiates a great deal of knowledge and a great deal of work on the part of local postmasters, in order to ascertain what rate shall be charged for this, that or the other parcel.

We have thought it much more convenient to adopt the zone system on an absolutely different footing. Instead of taking any place in the country, as a point around which a certain line shall be drawn to form a zone, we are going to call the provinces the zones, with the exception of the three Maritime provinces, which will be for the purposes of this parcel post system, one province or one zone. The other provinces of Confederation will each form one zone. This, I think, will appeal to the committee as being much more workable and much more easily understood than the complicated zone system of the United States. We intend to have a local zone, somewhat similar to the rural mail zone of the United States, but not on the same principle. We intend having a twenty-mile zone irrespective of provincial boundaries. For instance, Ottawa and Hull will have a right to enjoy the rate for that local zone irrespective of whether the mail matter is posted in one province or the other. That will be the first zone, and it will be given a cheap rate. This is done in order to give the legitimate dealers and country merchants who have a right to send parcel post to their customers at a lower rate than people farther away, such as Eaton's, of Tororнto, and other big departmental stores all over the country. I met a deputation of the Retail Merchants' Association who came here in order to oppose his measure and to try to persuade me that we should not go on with it. After discussing the matter and explaining different points, they went away saying that not only had they no more objection, but that they were satisfied with this bill. This is the only exception in which provin-



Map showing Ottawa and Hull as the centre of a Parcel Post zone and the various towns and villages coming within the 20-mile radius. These places may all send goods to Ottawa, and vice versa, at the lower rate, but outside of that zone goods sent by Parcel Post from Ottawa will be subject to the higher rate.

cial boundaries will not be considered. Outside of that, there will be a rate within the province, but outside of the twenty miles. The third zone will be outside of the province, and so on until we have reached all the provinces. When we have attained a certain limit, the province of destination will not be counted as a province for the purpose of this bill.

It must be understood that the Post Office Department does not intend to operate the parcel post system at a loss. I want to have it distinctly understood that we intend to run it on business principles. I am sure that we can do that with cheap rates, and at the same time have the system self-sustaining. If I am not disappointed, I think we may proclaim this law for the first of January, 1914, maybe before. There are a great many obstacles which we have tried to meet, and which I think we have met, but there are some in the way. We have to consider the position of our mail carriers, who now receive a certain remuneration for their work, and possibly, if the mail matter which is given them for transportation is very much increased, we may expect to be told that the former rates have ceased to be fair and reasonable, and we may have to increase them.

Another objection in the way is that many of our rural mail boxes are going to be too small for parcel post. This is a big obstacle. We have considered what we would have to do in that respect, and, of course, there are several things to be thought of. The farmer who has a box might be disappointed if he had to purchase a bigger box. We shall have to devise some means to meet that situation.

Mr. Proulx—The department might do as they do with registered letters—put a notice in the box that there is a parcel.

Mr. Pelletier—We have thought of that. Somebody has suggested that the farmer who wants to keep his box as it is, and for which he has paid, should himself put a wooden box or something near the other box, where the parcels might be deposited. At all events, we will see what can be done about it. I was very much afraid that our space in the post offices of the country would not be sufficient. Judging by the experience of the United States, we have come to the conclusion that there is no great obstacle there, because even where there is very heavy parcel post matter at different points, it is found that the parcels come and go so quickly that the space required is quite moderate. In certain localities, however, the question of this space will be a very important one, which we will have to deal with between this and the time the bill comes into force.

Another important feature is the arrangement that we shall have to make with the railway companies for the transportation of our parcels. There is now between the Post Office Department and the different railway companies a good deal of discussion, I shall not say friction, about the amount which the railway companies now receive for the transportation of the mails. I may say that the quantity of mail matter which is being taken care of by the different railway companies has increased enormously. This is due not so much to the increase in the number of letters as to the increase in the volumes called newspapers which are published. We have sometimes been obliged to have special cars added in order to take care of that part of the mail matter. Our friends, the owners of the newspapers, are enjoying a rate which I think we can not call a rate, because it is only a nominal price, one-quarter of a cent. It is only in Canada that such a rate exists. We shall try to deal with this question at the same time that we make arrangements with the railway companies for the parcel post. We may be able to come to a satisfactory conclusion on the two points. At one time, these difficulties seemed insuperable—these and others which we have settled, and to which I did not refer. Those which have not been settled will have to be met and dealt with, because Canada is bound to have parcel post. Many suggestions have been made to me, and some people have been very insistent that we should have a flat rate for the parcel post. I must say that I am absolutely opposed to that. I believe it is of absolutely no use to try it.

I am now going to give the House a few reasons which I think will appeal to everyone as business-like. In the first place, it is necessary, in order to protect the country merchants from being swamped by departmental stores and big city concerns, that a route of certain mileage and special rate should be granted from the different towns and villages throughout the country. It is, therefore, proposed to give a specially low rate for a radius of twenty miles all around said towns or villages, so that goods may be sent from the rural or town merchants to their customers in the surrounding country. This rate will be low so as to make it impossible for it to be applicable for all points within any one province, let alone on anything passing from province to province throughout the Dominion. Therefore, this alone will necessitate two distinct rates, which fact makes against the granting of a flat rate.

The argument has been advanced that inasmuch as Great Britain and other European countries have a flat rate, Canada should have the same thing, but the different conditions existing in Canada as compared with England and other European countries must be point-

(Continued on page 31.)

Observations of a Traveler

Knight of The Grip Talks on Value of the Conservation of Motions—What Happened When the Clerk Went After the Loaf Sugar on Top Shelf—Filling Orders With Greatest Precision—Instances Where Goods Were Sold Above Demand.

Written by a Traveling Salesman for Canadian Grocer.

A series of articles is herewith begun on what a commercial traveler sees in his daily rounds of grocery stores. These observations will appeal to readers because of their reality and originality. The writer of them has been in many a retail store. The occurrences he describes have actually taken place. Being a man who sees the good things in the best stores his opinions are valuable. Read this series.—The Editor.

"Responsibilities," says Hubbard, "gravitate to the person who can shoulder them," but from the accompanying illustration it would seem that they sometimes gravitate to shoulders unable to hold them.

In my travels about the grocery stores of recent years, I have been struck with the policy of many merchants in their endeavor to conserve motions by having a place for everything and everything in its place. Occasionally, of course, not much attention has been paid to proper shelf arrangement. One sees bulk tea hard by the tobacco, canned fruits in four or five different locations or eggs in the window in hot weather with the sun beating down upon them. But as intimated above these things are passing with the times and it is to be hoped will soon belong to the past.

* * *

Spilling the Meal.

One of the amusing incidents recently run across is worth while relating because of both its humorous and moral sides. In the store in question a woman customer wanted some loaf sugar and there was no one there but a very young clerk. After a vain attempt to locate the sugar on the lower shelves, he went higher with the result that he discovered it but at the expense of a package of fine meal. The package fell over the edge of the precipice on the boy's head. The latter being hard, the package burst and the contents flowed on all sides of his anatomy to the floor.

The Moral.

Here was an instance where more attention might have been given with profit to shelf arrangement and contrasts to its disadvantage with an incident in another store where order on the shelving was one of the features. Here all goods in glass such as jam, preserves, vinegar, wines, etc., were in the one section. Canned goods were in another with each line by itself; package goods occupied a third with the various brands by themselves. There was no promiscuous array of different lines. Further than that the dealer said he made it a point to place those goods asked for most frequently as close to the order-taking sections of the counter as possible. This conserved movements. Customers were supplied with the greatest precision. Clerks were not always tumbling over one another to fill orders. Business was conducted smoothly at rush times, like Saturday night. The service was splendid and customers appreciated it. You too, will appreciate the reason why this man's business is going ahead.

* * *

Great Time-Saving Method.

Talk about filling orders promptly on the conservation of motion plan! I know of one store where orders are filled in double quick time by a plan inaugurated by the proprietor. As the orders come in over the phone in the morning for the first delivery, they are passed on by the young ladies in the office to the grocer who employs six or seven salesmen. Each order is called out item by item and each article is put up by one clerk—the one who has been assigned a position nearest the article in question. In this way the orders are filled rapidly because no time is wasted through a clerk walking from one place to another for various articles.

* * *

Clerks Who Sell Things.

It is most refreshing to call at the store where all the clerks are alive to the possibilities of salesmanship. Almost every well-to-do woman is willing to consider purchases over and above those goods she had actually decided to buy before arriving at the store. This is where the salesmanship must come in and it is an easy matter for the young man who understands his goods to increase the store's sales. This applies to taking orders by phone as well as over the counter. I have seen clerks sell strawberries, rhubarb, pork and beans, sliced ham, canned vegetables, etc., in a short time to various customers who had no intention of purchasing these goods at first. He accomplished it by judiciously calling attention to these goods. "Would you care for anything for luncheon, pork and beans or nice cold ham?" he would ask; or "we have some fine strawberries in this morning, would you like me to send you a box or two?"

"—The package burst and the contents flowed to all sides of his anatomy."

If the clerk goes about it properly he need have no fear of a customer resenting his suggestions. She will rather appreciate his thoughtfulness.

* * *

A Refusal to Cut Prices.

The man with backbone enough to refuse to cut his price because a competitor has done so, is to be commended. Sometime ago when in a country store, a farmer came in for a bottle of boiled oil. He wanted to know how much it would cost to fill it. The merchant measured it first and told him it would be a quarter.

"Oh, I can get it full for 15 cents at ——'s," naming a store around the corner.

The dealer politely told him that he couldn't sell it at that price; it cost him more than that but if he could buy the oil for 15 cents he advised him to get it. The man went to the other store and got the oil, came back and purchased an axe on which the merchant secured a fair profit.

Strict Censorship of Credits

The System Followed by a Saskatoon Merchant to Avoid Loss From Bad Debts—Every Applicant For Credit Must Give Information, Which is Entered on Slip, and Carefully Retained—Association Adopts the System.

J. L. S. Hutchinson.

It is acknowledged that the ideal way to conduct a business is to run it on the cash plan. Even those who are most skeptical as to the feasibility of the cash principle acknowledge that, if practical, it would be the proper system to adopt. It follows that, where a merchant does not see that it would be safe or expedient for him to refuse to give any credit, the next best thing is to most rigidly supervise the credit end of the business so that the amount carried on the books will be kept within reasonable limits and losses from bad debts reduced to the minimum.

This again will be accepted as a theory against which no objection can be urged. The trouble is that too many retail merchants accept it as a theory, but fail utterly to apply it in actual practice.

One merchant who has put the theory into practice in a most practical way is J. L. S. Hutchinson of the Saskatoon Hardware Co., Saskatoon, Sask. For over two years, he has used a blank form for filling in particulars about every customer who applied for credit. Complete information was taken down about the applicant, such as the amount of property owned, references, bankers, how long in town, place of previous residence, etc. These forms were always kept, and if the same person applied again, the fresh amount was entered on the old slip. By this system, it was always possible to tell at a glance how much each person owed to the company and to regulate the matter of further credit from that basis.

Judging the worth of each applicant thus given, Mr. Hutchinson was in a position to set a credit limit, beyond which he would never go. This figure was entered on the slip. Subsequent events might cause him to alter the amount, perhaps to allow a little more latitude to some customers who had proven honorable and worthy—more likely, however, to contract the latitude allowed in cases which had proven slow pay.

Proved Successful.

The system proved eminently successful, resulting in a smaller total of book debts. It also helped to facilitate the work of making collections.

The results obtained therefrom were so satisfactory that the Saskatchewan branch of the Retail Merchants' Association decided to adopt the idea for the use of all its members. Mr. Hutchinson prepared the blank forms now in use by the association, adopting the ideas that he had been using, but improving on them considerably. The form herewith shown is that used by the association.

The advantages derived from the system when used by a body of merchants will be apparent. A person cannot go from one store to another securing credit from them all. The system serves as a check and each merchant knows what customers owe to other stores in town. This enables them to judge whether it would be safe to extend credit in every case.

Mr. Hutchinson is convinced that such a system is necessary. He writes:

"This is a form that should be introduced in the entire Dominion of Canada and be used by all retail merchants. If they will see that it is used every time a new account is opened, they will find that they will reduce their bad debts to a minimum and help collections. They would have the full details any person should know in opening a new account."

Retail Merchants Association of Canada, Inc.

SASKATCHEWAN BRANCH.

Received from ....Member's No.......
.......................Town
Date........................
Name of Firm....................
Business.......................
Address ....

Member's Name	Address	Married or Single	Owner or Tenant	Remarks
....	....	....	....	....
....	....	....	....	....
....	....	....	....	....

Property Owned ....
References: ....
....
....
Bankers ....Credit Limit.........
Goods to be used on Lot......Block......Plan.....
How long resided in (town).......................
Previously resided at..........................
Credit Granted by ....
Remarks: ....
....
....
....

SECRETARY'S REPORT.

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RATING				
A	B	C	D	E

Cards used for the entering of all credit accounts.

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Established 1886.
Only Weekly Grocery Paper Published in Canada.
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TORONTO, JUNE 13, 1913

THE BUSINESS SITUATION.

Generally speaking business in the grocery trade is fair. Wholesalers report sales on the whole to be almost equal to what they were a year ago, but that they are harder to obtain. Collections with many houses cannot be called excellent, many buyers wanting more time than ordinarily. This, of course, prevails to a certain extent every year, but probably a shade more than usual just now.

With warmer weather the fruit trade will pick up rapidly. Already a few Canadian berries are coming, and if weather keeps warm more will be in shortly. From some places frost is reported to have done considerable damage to fruits, but this is not at all general, and with continued favorable weather, with a few showers, both the fruit and grain crops should come along in good shape.

So far as markets are concerned, there is little change. Sugar is still on the weak side, and demand with the approach of the preserving season is picking up. Pork products are exceedingly high and will be for some time. But butter, fruits and vegetables will continue to show declines.

The retail grocer should, however, remember that people will continue to eat, and by means of a good, aggressive policy, sales can be kept up to what they were last year. At the same time a strong collecting campaign should be kept in motion as money is undoubtedly a little tight.

PEPPER STILL ADULTERATED.

The Department of Inland Revenue has found by the analysis of 273 samples of white ground pepper that this commodity is one of the most adulterated of food stuffs. The report of the chief analyst shows that out of the 273 samples taken from merchants' stocks, 215 samples were pure, 53 were adulterated and 5 were doubtful.

Therefore 19 per cent. of the samples were adulterated and condemned. A similar investigation in 1910 showed only 17 per cent. of the samples to be adulterated. Therefore, the situation is not improving any and the increase is greatly to be regretted but the one ray of comfort is the fact that the chief adulterants are starches which are intended to give bulk to goods when sold and are not calculated to be injurious to the consumer. However, the use of these adulterants is fraudulent and it is a practice that should be stopped. It would be well for the different grocers' associations to co-operate to eliminate this fraud.

PARCEL POST BILL PASSED.

Parcels Post talk has bubbled and boiled for a long time and at last it has overrun the stew. For better or for worse it has passed the House of Commons and will come into effect on January 1 next if not before. The only important features we do not yet know about it, are the rates and these will come anon.

From present appearances it looks as if it would be a fairly good measure from the retail merchant's standpoint. Retailers, generally, are protected from the mail order houses by a local zone-circle twenty miles in radius from each post office, as is explained elsewhere in this issue. The remainder of each province is the second zone with the exception of the Maritime provinces which are considered as one. The local zones twenty miles in radius will be supplied with a low rate of postage so that the big catalogue stores, will only receive the benefit of the low rate within that distance of their place of business. In the remainder of the province the higher rate will apply. As yet neither rate has been named so that we cannot tell just how they are to compare with those of the express companies.

In his announcement of the particulars of the system, Postmaster-General Pelletier intimated that the opposition from the retailers against a flat rate—the same charge all over the Dominion—was pretty much the whole reason why he brought down the zone plan.

If, as Hon. Mr. Pelletier says, the system will be made to pay for itself, and if the rate within the twenty mile zone is small enough, then this measure cannot be severely criticised. Live dealers everywhere ought to benefit and plans should be prepared at once to make the most of it right from the start.

PAYING ACCOUNTS PROMPTLY.

It is good business for the merchant to always keep the decks clear as far as paying accounts due is concerned. If he includes this among his policies he is going to make himself a better merchant. Every good merchant insists on paying his bills when they fall due, and because of his policy in this respect he insists on getting his own money promptly. This keeps the business on a good, sound basis always, improves his credit standing, and gives him a reputation for straight business dealings among all his associates.

It is of frequent occurrence to hear of farmers ask their grocer to wait for his money because they do not like to take it out of the bank where it is drawing interest. This is sometimes true even of well-to-do merchants. They hold off their creditors just as long as possible, thinking they are saving money and improving their standing. The fact, however, should not be overlooked that their ratings among commercial agencies, and the reputation among the business men with whom they deal, always suffer under such conditions.

But the strongest argument for the payment of accounts promptly, is that it keeps the dealer on the move getting in his own money, thus cutting down outstanding accounts to a minimum.

GIVING CREDIT WHERE DUE.

Newspaper etiquette requires that when one paper uses an article from another—particularly when it is an expression of opinion and not a simple news item—due credit should be given. This has been long the existing custom, and when a newspaper man comes across an item of his own in a contemporary where no credit is given, he begins to wonder for how many papers he is working.

In a Western Canada trade newspaper lying before the writer, is a grocery department containing a page and a half of reading matter. This is made up of seven different articles. Out of the seven, six have been taken almost word for word from The Canadian Grocer. Not a bad record that—for the scissors! And in not one of the six cases has there been any semblance of an attempt to attribute the articles to this paper.

Readers will easily understand that anyone could turn out a paper on this basis, and will appreciate all the more the receipt of a paper like The Canadian Grocer which evolves its own policies and features and gives the trade something original every week.

SALVATION TO SMALLER TRADES.

The Toronto Globe criticizes the parcel post bill on the grounds that "the restricted zone will discourage the sending of farm products from the producer to the consumer in the cities." The Globe overlooks the point that the zone system will tend to prevent the mail order houses from draining the money from the country districts and centralizing it in the large cities.

If the Globe and other ardent admirers of parcel post would but stop to consider this point, they would see that as money is drained from the country districts and brought to the large centres, never to return again, so much will those communities be weakened. We are continually reading in all these papers about country districts becoming impoverished, yet in the very next breath they advocate measures that tend to still further impoverish them. Did anyone ever hear of the large dailies criticising the mail order business for weakening country communities? Yet there is all kinds of evidence that they have done so and there is no good reason why further power should be put into their hands by the government.

Neither The Globe, nor any other paper, can show that the original advocates of parcel post were the working men or farmers. The scheme is one apparently worked up by catalogue houses backed by large daily papers.

The restricted zone system—if the postage for the second zone is great enough—is going to be the salvation of the small, aggressive trader. He should be in a position to sell more goods to the farmer and at the same time would not be further harassed by the distant big houses.

ANOTHER THEORY GONE.

In reference to the theory that rats and mice have started fires in stores by knocking matches from shelving, a match manufacturer writes Canadian Grocer as follows in reply to our letter:

"We know of no instance where rats or mice have caused fires by knocking down boxes of matches from shelves, nor have we ever heard of any of our customers or any one of the trade having had fires caused in the way you refer to."

A couple of weeks ago an article appeared in this paper stating that from experiments made with rats and matches, it was found that rats would not gnaw the tips of matches, no matter how hungry or thirsty they were. If such be the case, and if, as we are to infer from the manufacturer's letter above, no fire has ever been known that was caused by rats or mice knocking matches from the shelving, we then have still another oldtime theory "busted."

N. B.—Since the above was written a letter has been received from a Grocer in Yarmouth, N.S., and which is printed on another page, giving an instance where mice had gnawed the pasteboard around the matches with which to build a nest. This dealer further found that one box had been ignited and proved to his satisfaction that fires are sometimes caused in this way. The old theory evidently, therefore, still holds good. Who can give further evidences?

WHAT COST SHOULD INCLUDE.

The retailer who attains the highest degree of Success is the one who absolutely knows the cost of doing business. He is the man who has for all time to come discarded the old losing "rule of thumb" method of doing business and by the installation of a system knows at any hour just where he stands. He seeks out the factors that make for success and also those that tend to decrease his earnings. With the aid of modern office equipment this task has been reduced to the minimum but the information deduced enables the merchant to do business at a profit instead of a loss.

The average retailer estimates his cost of doing business and usually takes into consideration only three or four items while the live dealer finds twenty or thirty items that enter into his cost. These might be classed under the following headings. Rent, or depreciation if owned; salaries, including the employer; light; heat; ice. Delivery expense including all charges for repairs to harness, waggons, etc., feed for horses, shoeing and depreciation; Advertising; Printing; Postage; Stationery; Gifts; Allowances on accounts; Telephone and Telegraph tolls; Taxes; Interest; Discounts; Insurance; Bad accounts; Paper; Twine; Bags; Breakage and spoiled goods; Shrinkage and depreciation of goods; Repairs on fixtures; Depreciation; Goods stolen from store.

If the dealer keeps a careful watch on the above he will include about everything that should go to expense in running the business.

EDITORIAL NOTES.

By paying his accounts promptly, a dealer's credit standing can never be criticized adversely.

* * *

The zone system in the Parcel Post is a splendid feature for the small town and country dealers.

* * *

Metaphorically speaking in the language of the grocery trade, the militant suffragette coming out of prison might be termed a "returned empty."

* * *

One of our market men states that tomatoes slumped at the week end. Which end of the tomato is that, we would like to know?

* * *

Even if a mouse never did start a fire—which now appears doubtful—can anyone understand why Noah allowed the grand parents to get away from the ark alive?

Keeping Cash Book With Least Work

Balancing and Distributing Accomplished With One Operation—Journalizing Combined With Cash Keeping—Great Saving of Time Effected—The Operation of Balancing Up.

*By Henry Johnson, Jr.

I have the following inquiry:

"Will you please give the shortest and simplest way of keeping cash account in your next issue and oblige? I am a reader of The Canadian Grocer, and have been for a number of years."

I have handled this question a number of times, illustrating my own system fully; but undoubtedly it will bear further treatment.

All ideas of efficiency are based primarily on the short cut in all operations. Old style book-keeping, included a day book, cash book, usually a journal, and a ledger. Much of the work was duplicated, much of it almost copies one operation of another or others. Modern methods seek to eliminate all duplication of work. Large institutions, by using carbon paper, write many forms at one time. For example, the writing of an order produces also the ledger record, the shipping clerk's entry, the stock clerk's ticket and perhaps other records for the various accounting departments.

Eliminate Unnecessary Work.

We do not require so many records in our business; but the object is the same—the elimination of every superfluous motion. So the cash book is now made to answer for cash book ond journal, and, in my own case, one bit of work, still commonly kept up in general practice, is eliminated. I refer to the "closing and bringing down the daily cash balance." This feature while valuable in the case of large systems of accounting, is not necessary in your business and mine; hence we cut it out.

The book to use is a six-column journal—(cash book is the same). The use of this book enables one to make the record and distribution at one operation. So, when we pay out $20 for postage, that item is not only definitely recorded as a payment of so much cash, but it is also immediately distributed to Expense. The first wide column is used for the details and the remaining columns are used for the various "cardinal" or principal department or ledger accounts. The last (sixth) column is used for sundry items which do not recur with sufficient frequency to require the use of a special column.

The columns are headed, say as follows: Debit side: Cash, Mdse, Expense, Wages, Barn, Sunds. Credit side: Cash, Mdse, Disct, Stevens Block, Sund. You will note that you have the six columns filled out on the debit side, but that you are only using five columns on the credit side. This just happens that way—you have one more column on the credit side than you have use for at present; but that is not to say you may not have use for it in future.

One Day's Transactions.

Now let us follow out one day's entries. We begin by gathering and segregating the cash register slips. These naturally run into a few regular groups. We have all the little daily payments for butter, eggs, express, lettuce, &c., and these are conveniently assembled under the head of petty vouchers. Being in the form of receipts, since you have the vegetable man, the oil man and the express man sign the form showing that you have paid them the money, these actually are vouchers. Being small matters of daily recurrence, they are petty vouchers. Thus you put them all together and add them into one bunch. If there is no special item or items of which you wish to keep individual account, they are all entered in one total. Then follow other items of merchandise expenditure, items paid in cash. Lastly, you refer to your check books for record of other items paid out on mdse account. Then your entries look like this:

MDSE.
P. V. ....
A. B. C. Mfg. Co. ....
Wholesale Grocery Co. ....
——62 ....
Campbell ——30 ....
EXPENSE.
Postage ....
Rent for June ....
WAGES.
Sundry items ....
Melvin for June ....
BARN.
Repairs Wagon Works ....
STEVENS BLOCK.
Carpenter work ....
CASH.
Rents ....
Merchandise sales ....

Cash.	Mdse.	Expense.	Wages.	Barn	Sunds
	$44.30				
	23.50				
	30.38				
	29.50				
	.92				
		$20.00			
		75.00			
			$14.00		
			50.00		
				$26.00	
					$4.00
$105.00					
96.44					

On the credit side the entries will appear as follows:—

CASH.
Merchandise ....
Expense ....
Wages ....
Barn ....
Stevens Blk. ....
Discount, merchandise ....
STEVENS BLOCK.
Dixon Rent, June ....
Larson Rent, June ....
Waltz Rent, June ....
Pape Rent, June ....
MERCHANDISE.
Sales ....

Cash.	Mdse.	Discount.	Stevens Blk.	Sunds.
$127.68				
95.00				
64.00				
26.00				
4.00				
		.92		
			$40.00	
			25.00	
			25.00	
			15.00	
	96.44			

If you add the totals of the columns on both pages you will find they balance. This indicates, usually, that your entries are correctly made. If the sides do not balance, then the work is faulty somewhere and you must find the error by going carefully over all the work.

You will see that the entries are immediately distributed to the several accounts without intermediate work, such as journalizing.

Getting at the Sales.

Your question here is apt to be: How to get the mdse sales and check same with what the register shows. This is accomplished in this way:

Your cash has been counted and recorded either in some little book for that purpose or, in my way, on the reverse of the check stubs. Let us say that you have in the drawer $68.32; in the local bank, $229.48; in your market town bank, $38.44. The total is put onto the reverse of the check stub as follows:

Bank	$229.48
Northern Trust	38.44
O H	68.32
	$336.24

On the previous day your cash balance was $451.48. You proceed as follows:

You add together all sums paid out. This day you find the total to be $316.68. Add to that your cash for TODAY—$336.24. Your total is now $652.92. Deduct from that total the moneys you have received from sources other than mdse —in this case, rents from the Steven's block of $105. Now your remainder is $547.92. Now deduct your cash on hand of YESTERDAY—say $451.48. The remainder of $96.44 is your sales for the day. If that

(Continued on page 30.)

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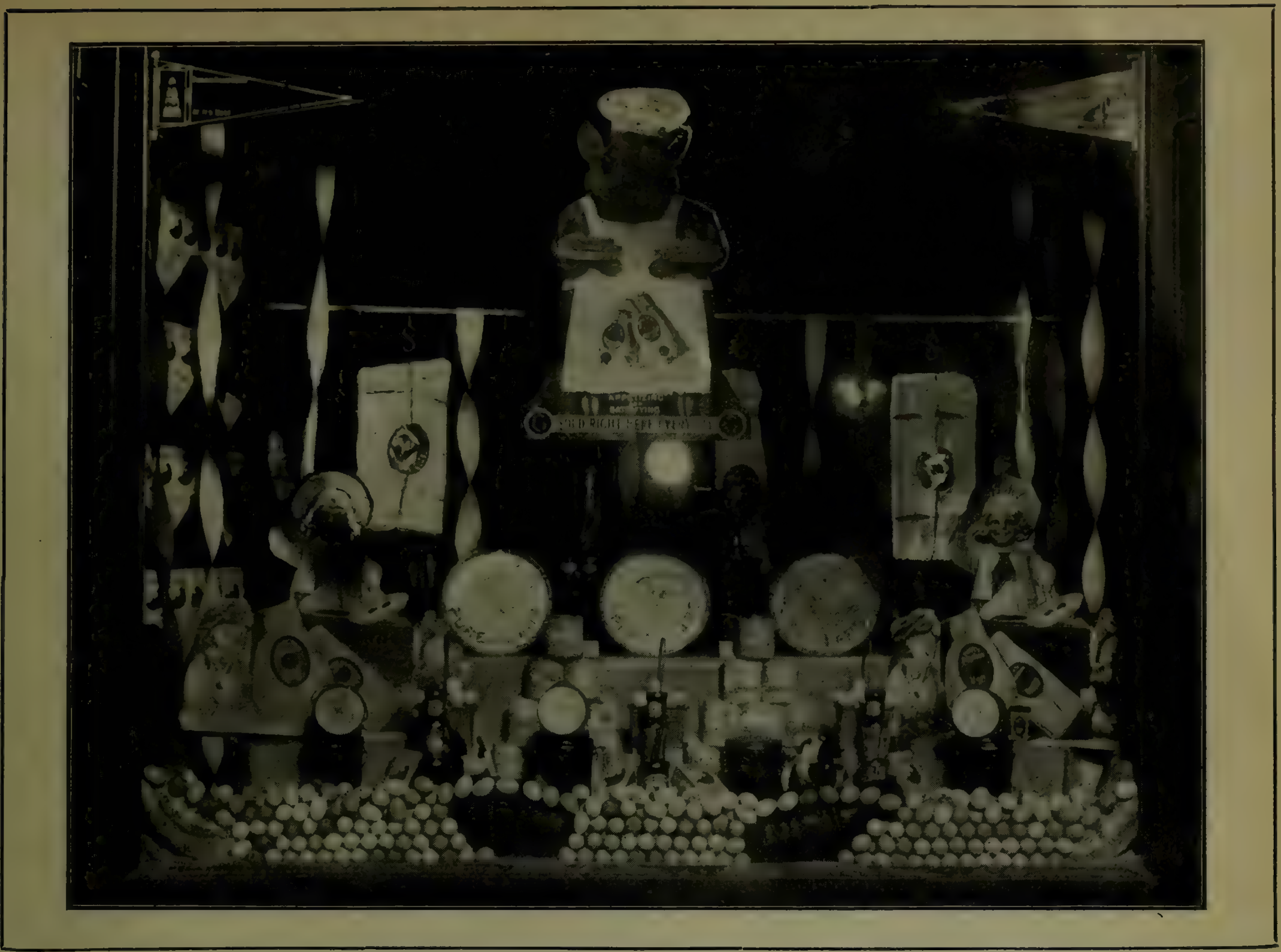
*The writer of this article is one of the most successful dealers on the continent. He has spent almost 30 years in the retail grocery business and is well equipped to answer questions and smooth out difficulties with which others may have met. If a special request is made names of inquirers will be omitted when their letters are printed for discussion.



Attractive provision display shown some time ago in the window of John Gilbert, Kingston, Ont. This would with profit form the basis of a good cooked and smoked meat display at present time.

Summer Season Splendid for Cooked Meats

Now is the Time to Push Sales of These Lines With Pickles, Relishes, etc.—Fine Provision Window Display in Kingston Store—Care Should be Exercised in Summer So Far as Showing Perishable Goods is Concerned.

Now that the season for cooked meats and hams of all kinds has come round once more, it is important that every retailer who professes to do anything in this department make a special effort both in window and interior displays and push sales of these lines to the uttermost. The tendency especially during the summer months is for the housewife to buy as far as possible, food which is ready to place on the table or easily prepared and thus avoid necessity of standing over a hot stove, or in a hot kitchen.

A Well Planned Window.

The accompanying illustration shows an attractive window display designed some time ago to bring business by Jas. Bankier, with John Gilbert, "The Family Grocer," Kingston, Ont. In this, Mr. Bankier has followed out simplicity and symmetry in display. The one side of the window balances almost exactly the other side, and goods are arranged in such a way as to draw attention.

Lard and shortening in various quantities, various kinds of hams and bacons are shown, and accompanying these a suggestion of pickles, very desirable along with cold meats in warm weather.

Eggs too are shown in neat display so that the passerby can judge pretty much of the quality before attempting a purchase. Now that eggs are all bought on a "loss-off" basis, even greater opportunity than ever is given the retailer to push sales on this line and a new argument presented which is readily taken up.

Care in Hot Weather.

During hot weather it has often been proved that to display is to sell. While this is true it must not be forgotten that the sun and extreme heat are alike injurious to eggs and meats and for this reason displaying by window becomes a more complicated problem. It is, however, quite possible and a profitable practice to pursue and the man who uses greatest judgment in display is the man who is to realize greatest success from this end of the business.

* * *

Grocers' Letter Box

Editor Canadian Grocer.—Will you please advise from whom I could buy at jobbing prices some cigar moisteners—that is, something to put in cigar cases to keep cigars moist?

Calgary, Alta. W. K. K.

Editorial Note.—Jones Bros., Toronto, handle two varieties. Their agents in Calgary are Scott Bros., 712 First Street.

The Clerks' Page

By the Cub Reporter

HEAR TALK ON COFFEE.

The Retail Grocery Clerks' Association of Vancouver, B.C., and their employers were the guests of James Beveridge, of Wm. Braid & Co.,. Mr. Beveridge gave an extensive lecture on the origin, production, blending and marketing of coffee from early stages to the present day . At the close of the lecture, the tempting refreshments being ready, the clerks became distributors of sandwiches, coffee and cake.

* * *

WHAT TURMERIC IS.

The Cub Reporter.—Which is correct, tumeric or turmeric, and will you kindly let me know something about this spice, its origin, etc.?

HALIFAX CLERK.

Authorities all maintain that turmeric is correct; in no instance has it been found to read tumeric.

Turmeric consists of the ground rhizome or root of an East Indian plant of the same family as ginger. It is also grown in Zanzibar, China, and the Archipelago, both for native consumption and for export. Turmeric is insoluble in cold water, and only partly soluble in boiling water, but is quite soluble in alcohol and forms beautiful yellow crystals. It has been extensively employed as a dye stuff for silks and woollens, but the yellow color it produces is very fugitive; yet turmeric is a condiment as well as a dye, and when ground to an orange red powder is used as a stimulating seasoning. It is the principal ingredient in Indian curries, and is a favorite coloring substance used in making mustard compounds, pudding spice, chow-chow pickles, etc.

* * *

A MAN OF DEEDS.

When death and disaster, in the form of flood and fire, swept Dayton, John H. Patterson arose with the tide to the level of events.

Responsibilities gravitate to the man who can shoulder them, and dire difficulties are taken care of by those who know how.

Patterson is the man who, more than any other, brought cosmos out of chaos.

When the flood was rising and nobody knew what the result would be, John H. Patterson began to wire for motor-boats. He did not ask, he demanded. And the motor-boats came.

Later, he wired for motor-trucks, and the trucks came to clear up the debris.

Patterson took all of the carpenters from the National Cash Register Company—one hundred and fifty skilled woodworkers—and set them to work making flatboats.

The entire force of the great institution was at the disposal of the people who needed help. And not a man or a woman was docked or dropped from the payroll. Everybody had time and a third.

As for John H. Patterson himself, he worked in three shifts of eight hours each; and for forty-eight hours he practically neither slept nor ate. And then, by way of rest, he took a Turkish bath and a horseback ride, and forty winks, and was again on the job—this man of seventy who has known how to breathe and how to think, and who carries with him the body of a wrestler and the lavish heart of youth.—The Philistine.

* * *

OBSERVATIONS BY THE CUB REPORTER.

Don't follow the others. Make the others follow you.

There must be brain and body teamplay to win success.

Get into the game with the spirit and see how much shorter the day will seem.

A cowl does not always make a monk; neither does an apron on a clerk always make a salesman.

The ideal clerk is not the one who has never anything to say; neither is he the one who talks all the time. He strikes a happy medium.

KEEPING CASH BOOK WITH LEAST COST.

(Continued from page 28.)

does not jibe with your register record, you must go over your work carefully until you detect the error. If you can not detect it, the amount must have been paid out without record; or the register "over-rung" without a memo having been made; or over-charge has been made; or the amount defalcated—stolen, or the sum lost. When you have exhausted all means of correcting the error, you must note on the register record the amount of the SHORTAGE or OVERAGE and then take into your cash account the EXACT AMOUNT YOU ACTUALLY HAVE—not the amount which, in theory, you should have. Thus will your record and your actual cash be made to agree.

The items of which that $96.44 are made up are actual cash sales plus amounts received on account. This is done to save book-keeping. All merchandise outstanding on account is treated as if it were still on hand. When the bills are paid, such payments are treated as though the merchandise had only just been sold. This is much better than keeping daily track of the amounts sold on account and paid on account—something that is bound to get out of balance with the ordinary merchant.

Much Posting Saved.

Now, the only posting which is done daily, or weekly, or any time between the first and end of each month is of the items which run into the sundry ("Sunds") column. The footings of all columns are carried forward from page to page, which operation will serve as a constant check on the correctness of the work. But the totals of all columns other than the Sunds are posted to their respective ledger accounts only once in each month. Then the trial balance is taken off as a further check on the work.

I am far from sure that this is clear; but feel that probably anything obscure can best be explained in answer to any further letters of inquiry with which I may be favored.

TERMS OF THE NEW PARCELS POST ACT.

(Continued from page 23.)

ed out. The British Isles have an area of 121,390 square miles, as opposed to an area in the province of Ontario alone of 260,862 square miles, and as opposed to the Dominion of Canada in its entirety of 3,907,000 square miles, and in this small space, less than half the area of the province of Ontario, there is a population of 44,000,000 of people, as compared with 2,500,000 in the province of Ontario, or roughly speaking, a population of 7,200,000 in the whole Dominion. The conditions are, therefore, entirely different. In England you have thickly congested rural districts, large towns every few miles, and tremendous cities; in Canada you have a population of less than 8,000,000 spread over a vast area, with few cities or large towns, and with vast spaces that must be traversed where no population exists. The conditions in England and other European countries are absolutely favorable to cheap parcel post, whereas in Canada, owing to small population, vast distances and other reasons already pointed out, the conditions at the present time are the least favorable for parcel post that could possibly occur. The United States, where physical conditions, area, etc., are similar to those of Canada, present a much more favorable ground on which to make comparisons, and the United States now, when it has a population of 90,000,000 of people, an immense postal revenue, an enormous number of large towns and thickly populated rural districts, in granting this boon to the people has found it necessary to adopt the zone system. If the United States with its immense population and revenue and favorable conditions could not afford to give a flat rate, it would certainly be much more impossible in Canada, where the population is only about one-twelfth that of the United States and the revenue only about one-twentieth, to do other than the United States has done. As a matter of fact, the system which is now being introduced in Canada gives a flat rate within the confines of each province in the Dominion. In other words, we are giving, as compared with that in which England, a flat rate in an area twice as great as Britain gives parcel post, and where all the conditions as regards population, cost of transportation and labor are much less favorable than in Britain.

An argument that is very often used in favor of a flat rate is that letters are carried from the Atlantic to the Pacific at the same rate as is charged for one mile, and that if it is possible to carry letters at a two-cent rate from coast to coast, it would be quite possible to carry parcels at a similar flat rate, and at a much lower charge than is now made. In considering this argument it must be taken into consideration that the price paid for the carriage of letters, even at the two-cent rate, is much greater per pound than the price paid on parcels, and to give a flat rate on parcels it would be necessary to have a minimum charge much higher than the public would be prepared to pay and much higher than the charges which it is intended to make. Moreover, the Postmaster-General has the exclusive monopoly of sending letters, and, therefore, gets the carriage of them all; in other words, gets the long as well as the short haul. But this would not be true regarding parcels, as he has in no sense the exclusive monopoly of sending parcels, so that the result would be, if a flat rate were fixed, that it would be quite possible for public carriers other than the post office to get the short and profitable haul by reducing the charges on special distances. It might also be observed that the express companies that have carried on business similar to parcel post for a great many years have never adopted the flat rate system, which they would certainly have done if they had found it to their advantage from a business standpoint.

Australia has two rates—one for each State or province, and the other for the rest of the Commonwealth. The lowest rate is 12 cents or 6d for the first pound, and 6 cents or 3d for each additional pound, within each State. The interstate rate, or the rate outside of the province or State in which a parcel is posted, is 16 cents or 8d for the first pound, and 12 cents or 6d for each additional pound. These rates are much higher than those which we propose to charge, and there is a further limitation in the Australian parcel post, in that no parcel which exceeds three pounds in weight will be accepted for transmission to any point in the Commonwealth not served by railway, coach or steamboat. No such restrictions will exist in Canada, but any parcel posted at any point in Canada will be transmitted to any other point where there is communication of any kind whatever. In considering parcel post from an Australian standpoint, moreover, it must be remembered that practically they have settlement only about one hundred and fifty miles from the coast in extreme cases, that large portions of their country are unsettled and unpopulated, and that the towns along the coast are served by water rather than by rail or long land routes, which makes possible in Australia a very much cheaper handling of parcels than would be possible in Canada. The calculation made by the English statistician, Mulhall, some few years ago in regard to the comparative cost of land and sea service showed the cost on the sea to be about one-twenty-ninth of that for railway service.

The express companies make their charges not on a fixed principle throughout the whole country, but on exigency to suit conditions, where there is competition making a lower rate, and where there is no competition making a much higher rate. This is an elasticity which a Government department, such as the post office is, cannot easily indulge in. To illustrate this elasticity in which the express companies indulge in making their rates, the rate between Montreal and Toronto is one dollar a hundred, and between Montreal and Kingston, which lies half-way between the two cities, it is the same. Between Montreal and Pembroke, which is 100 miles shorter, the rate is 25 cents a hundred higher. Similarly, while the rate between Montreal and Quebec is 75 cents a hundred, the rate between Montreal and Three Rivers, which lies half-way between, is also 75 cents.

The only countries that can possibly be compared with Canada, owing to similar physical conditions and vast distances, are the United States, Australia and Russia, and in all these countries the zone system has been adopted, after careful consideration. South Africa, which is similar in proportions and physical features, has the merchandise rate of one cent an ounce, the same as in Canada, at the present time.

In order to give a flat rate, a high minimum charge would be required, and as the major portion of all parcels are sent to places within the confines of the province in which they originate, in order to give a comparatively low rate to a few people at a great distance, the interests of the people who are by all odds the greatest in numbers where the short haul would take place, would have to be materially sacrificed.

The last point to which I am going to refer is this: What are the rates going to be? That has not been definitely arranged. We shall arrange it in the simplest and most intelligent way possible. We expect that five or six lines placed in the hands of the local postmaster will explain to him the whole situation. We cannot think of giving this boon to the people of Canada for nothing, or practically nothing; it has to be self-sustaining. I have here comparative statements which have been very carefully prepared in the department, and which show the rates now charged by the express companies in the United States and in Australia, and the present rates upon our fourth class mail matter, which is the one approaching parcel post. This is a very long, tabulated statement, and I do not propose to take up the time of the House at this late period of the session by reading it.

Current News of the Week

Quebec and Maritime Provinces.

The National Tobacco Co., with head office in Montreal, has been given a Federal charter.

The Caswell & O'Rourke Store Co., Rock Island, Que., have installed a new steel biscuit tin rack.

The Molassine Co. of Canada, Ltd., has secured a Dominion charter, with head office in Montreal.

D. J. Purdy, wholesale and retail grocers, St. John, N.B., recently had a fire loss. This was covered by insurance.

The Star Dressing Co., manufacturers of hand cleaner, polishes, etc., have moved from rear 89 Inspector Street, Montreal, to rear 2099 Hutchinson Street.

Ontario.

R. G. Marshall, a Hamilton grocer, has sold his business.

R. W. Humphries, tea merchant, Guelph, Ont., has assigned.

P. Tice, grocer, Hamilton, Ont., is succeeded by W. C. Whorley.

Gerald Larkin, of the Salada Tea Co., Toronto., is in Chicago this week.

The St. Thomas Dehydration Co., St. Thomas, Ont., has obtained a charter.

The Blezard Valley Co-operative Store, Blezard Valley, Ont., has obtained a charter.

The biscuit factory of D. S. Perrin & Co., London, Ont., is rapidly nearing completion.

The A. M. Nanton Co. have let the contract for their stock factory at Fort William, Ont.

McParland & Clare will open a grocery store in North Bay, Ont., in the Pardiac Block.

M. A. Gray, chemist in the Pillsbury Flour Co., Minneapolis, Ind., was in Toronto on Tuesday.

Mrs. A. Dale is starting a grocery and bakery business at 586 Dundas Street, Toronto, Ont.

C. Tuck, baker and confectioner, Toronto, Ont., has moved from McCaul Street to Avenue Road.

W. D. Robertson, salesmanager of the Maple Leaf Milling Co., Toronto, left this week for a month's holiday.

Gresie Bros., of Honey Harbor, Ont., have sold their grocery and summer hotel business to Gardiner Bros.

W. W. Hutchison, manager of the Montreal office of Lake of the Woods Milling Co. was in Toronto last week.

Norman Hadskis is opening a grocery store at Fort Frances, Ont. He was formerly with The T. Eaton Co. at Winnipeg.

J. Mulholland, grocer, Toronto, is giving up his Yonge Street store, but will continue in business in his Avenue Road stand.

Thos. McKeown, who for some time has been on the outside staff of Davidson & Hay, has joined the selling staff of Cudahy Packing Co.

W. R. Millman, of W. H. Millman & Sons, grocery brokers, Toronto, Ont., returned last Wednesday after a ten days' trip to New York.

F. Mackie, grocer and general merchant, Vasey, Ont., has sold his business to G. Hall, and is now taking a trip through the West for his health.

J. Quick, grocer, Brighton Harbor, Ont., has sold to F. Langdon, and is about to open up in the summer hotel and grocery business in Presque Isle Point.

There is a law in Toronto to prevent merchants from sweeping their sidewalks in front of their stores after 8 a.m. Neither are merchants allowed to sweep refuse onto the pavements.

The ratepayers of Ingersoll, Ont., have passed a by-law assisting the Standish Manufacturing Co. of Toronto, who will erect a factory there for manufacturing washing soda, soap, etc.

Linton Loney has purchased the grocery business conducted by him for H. H. Thompson in the Rankin block, Main Street East, North Bay, Ont., and will continue the business as Loney & Co.

Ed. Hazell, president of the Hamilton Retail Grocers' Association, and W. Smye, another Hamilton grocer, were in Toronto last week, and, among other things, took in the ball game with some of the Toronto grocers.

The Produce Association of Western Ontario met in London last week and decided to ask the Government to appoint egg inspectors for the various districts in the province, with a view to keeping down trading in bad eggs.

G. R. Adams, export manager of Richard Dickeson & Co., Limited, London, England, is in Canada at the present time arranging for agencies for his firm's teas. He has been in Toronto during the past week, and will go from there to Winnipeg.

M. Aubin & Sons, who have conducted a grocery business for some months on Superior Street, Sault Ste. Marie, Ont., have purchased Mrs. Barry's grocery business on Gore Street, and will in future carry on the business at the stand recently occupied by Mrs. Barry.

D. F. Hamlink, Goderich, Ont., proposes to erect a canning factory there, including two buildings, 40 x 150 and 35 x 100 feet, respectively. The ratepayers will shortly vote upon a proposition to lease him a site for 99 years at a nominal rental of $1 a year and grant a fixed assessment of $2,500.

Western Canada.

Wm. Allison, a Winnipeg grocer, has sold to R. J. Lane.

Salmon & Gray, grocers, Calgary, Alta., have dissolved, Mr. Gray continuing.

R. Hawes has bought Dan McDonald's grocery and baker's business in Napinka, Man.

The Hudson Bay Co. has announced a final dividend of 30 per cent., plus a bonus of 10 per cent., making a total of 50 per cent. altogether.

S. T. Lodge, a Saskatoon, Sask., grocer, was a winner of a prize in a window dressing contest put on by the Robin Hood Flour Mills.

Following a petition circulated by the business men of Macleod, Alta., and signed by nearly every one in town, the Mayor has issued a notice to the effect that during June, July and August all business places must observe Wednesdays as half holidays. The by-law provides for penalties for any person failing to observe these holidays, and they will be imposed, he says, in every instance.

G. V. Hastings, general manager of the Lake of the Woods Milling Co., Limited, of Winnipeg, has resigned his position, to take effect September 1. He has been with the company for 24 years, and was prominent in the milling business before he entered the Lake of the Woods Company. His retirement from active service is a voluntary step on his part. He will be succeeded by W. A. Matheson, manager of the company's grain department at Winnipeg. Mr. Matheson has been with the company some 20 years. Mr. Hastings will spend about a year abroad on a holiday trip, and afterwards will continue to reside in Winnipeg.

Association News

The Grocers' and Butchers' Association, of Brantford, Ont., will hold their annual picnic on Wednesday, July 16, at Niagara Falls. Arrangements with railways have already been made for special accommodation.

As usual, this association will join in with the Hamilton Association, meeting at the Falls, and as Toronto grocers are also celebrating that day in Niagara too, a day of excellent entertainment is expected.

Arrangements have also been made with the railways for accommodation to Buffalo for all who wish to spend the day there in preference to Niagara Falls.

* * *

Great are the preparations for the Hamilton Retail Grocers' Association picnic. This goes to Niagara Falls on July 16 and as this date and place have also been selected by the Brantford and Toronto associations, the big cataract will probably see more grocers there that day than ever before. The transportation Committee reported that they had engaged 45 cars from the Grand Trunk and 45 from the T. H. & B. for the occasion.

A report was sent in that 5,000 pails had been purchased for the distribution of tea, milk, coffee and lemonade to be served free to all who are on the grounds. The Thirteenth Royal Band has been engaged and, to introduce a little comedy, a "rube" band will also be in attendance.

A programme that will, in all probability, have all preceding years beaten, has been arranged, and sports will be introduced that will appeal to every man, woman and child who desires that sort of recreation. All the amusements around the park will open at reduced fares.

A committee was appointed to canvass the city for new members, dividing it into eight districts.

The officers in charge of the picnic are: J. Knox, chairman; J. Kirkpatrick, chairman of the transportation; W. Smye, chairman of printing; H. Taylor, chairman of music; A. G. Bain, chairman of refreshments; J. M. Semmons, chairman of games.

The Association made a grant of $25 to the Day Nursery of Hamilton, to which the addition of a kitchen was being made.

A SOAP PIONEER GONE.

Passing of David Morton, in Business in Hamilton For More Than Half a Century.

Hamilton, Ont., June 10.—David Morton, soap manufacturer here for many years passed away on Saturday last at the age of 86 years. He was born in Scotland and learned his trade in Glasgow, coming to America in 1853. He resided in New York, Buffalo and Toronto for a time and then came to Hamilton. After working for Jno. Rudd for six months, he began the manufacture of soap in a modest way for himself.

He breasted successfully the difficult financial period of 1860 and in 1865 enlarged his plant, erecting the original building on the present premises. Three sons, John, Robert and David have followed in their father's footsteps and are all engaged in the soap manufacturing business, the latter being a traveler.

U. S. LAW REGARDING CLAIMS.

Canadian importers of goods from California or in fact from any of the United States, should read the following letter re the making of claims, received by a Montreal firm:

"The present form of Bills of Lading in use by carriers for Inter-State Traffic contains the following conditions:

> "Claims for loss, damage or delay must be in writing to the carrier at the point of delivery, or at the point of origin within four months after delivery of the property, or, in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Unless claims are so made the carriers shall not be liable."

"In view of a recent decision of the United States Supreme Court upholding these provisions, claims must be presented within the limit of time provided in the bills of lading in order that claimant may not be stopped from securing the relief to which he may be entitled."

◆

In issuing a bulletin on Olive Oil, Chief Analyst A. McGill, of the Inland Revenue department has defined standards for olive, cotton-seed, and salad oils. Either olive or cotton-seed oil may be sold as salad oil, he states, but when cotton-seed oil is offered as salad oil the fact that the article is cotton-seed oil must be declared on the label.

Letters to the Editor

Editor Canadian Grocer.—Your issue of May 30th, page 26, contains an article on "The Mice and Match Myth," and gives an account of tests which were made and alleged to disprove the theory that rodents ever cause fires by nibbling match heads.

I maintain that the tests were misleading and prove nothing, for the mice do not attack the matches, as food nor do they intentionally gnaw the matches at all, but only accidentally in getting the paper wrappings with which to build their nests.

My attention was called by one of my young men, to a case of matches that he was opening some time ago, in which the paper and card board had been stripped from some of the packages, evidently to build a nest which was found in an adjacent box, and incredible as it seems, one of the packages of matches had ignited. But apparently being so closely packed and having no vent, only the heads had burned. But you can easily see how a conflagration could have started from such a cause.

ALEX .P. LEWIS,
Yarmouth, N.S.

Editorial Note.—This evidence throws a new light on the subject. Here is a case where apparently mice have by some means or other ignited a box of matches in a case. That they did not cause a fire, Mr. Lewis explains that there was evidently insufficient air. Had the fire occurred we never would have had his evidence.

By looking back at the experiments made by the experts which appeared in May 30 issue, it will be found that the rodents would not gnaw the match heads although they were exceedingly hungry.

Comparing the two it will be inferred that the mice do not chew match heads for the food they get from them, but accidently in their nest-constructing operations.

Canadian Grocer would appreciate hearing from others who have further evidence to present in this interesting controversy, either pro or con.

GOOD IDEAS EVERY WEEK.

MacLean Publishing Co.,

Dear Sirs:—Please find enclosed cheque for $2.00 for the subscription to the Canadian Grocer, and I wish to say that I am well pleased with your paper.

One thing I always take time to do is to read The Grocer from cover to cover. I get some good ideas from it each week.

Yours truly,
S. M. BARABE.
West Fort William, Ont.

Buyers Keeping Out of Sugar Market

Situation a Puzzling One and Hard to Fathom—Famine Prices Predicted for Nuts in Fall—Prunes Again on Upward Trend—Beans Are Easier—Wholesalers Shading Prices on Canned Goods.

QUEBEC MARKETS.

POINTERS—

Sugar—Market still weak.
Canned Apricots—Advanced.
Brazil Nuts.—Up 3c.
Molasses—Shade easier.

Montreal, June 11.—Pretty nearly the average June trade is passing with not much change from week ago. Call for sugar is improving the demand from canning factories being reported quite heavy. Molasses are again a little easier and canned apricots have advanced about 5 per cent. owing to a shortage in the crop due to dry weather.

SUGAR.—Feature of the week in the sugar market was increased volume of business. The buying seems to be coming from canning companies and from dealers who are forced to stock up. The price of refined sugar here is still above parity with other markets and the cost of raw sugars to-day. The New York market on raw sugar declined last week which makes the comparative values of raws and refined more divergent. However, market here is not being influenced by other markets and is steady at $4.30. Stocks in refiners' hands are reported heavy and with another big European beet crop, price of sugar cannot very well hold high for some time. Reports from Europe advise heavy seeding and favorable weather.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Price of Fancy Barbadoes again declined and has been offered to-day as low as 33½c ex-wharf, but the average price is 34 to 34½c with weak market owing to buyers holding off in anticipation of lower prices. Molasses are being offered from all possible producing points and even from several places that have never made molasses before. The general opinion of the trade is that prices will go lower and will in all likelihood find their way back to opening prices. The ex-store price is steady at last week's advance but it is likely that it will follow any further decline in the ex-wharf price.

Barbados molasses in	For Island of Montreal.		Outside Points.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

New Orleans	0 25	0 28
Antigua	0 32	0 33
Porto Rico	....	0 40
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb. pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8¼ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—There are no features in the dried fruit market this week as trading is rather dull. Raisins and currants are quiet with prices low.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	[illegible]
Choice loose muscatels, 2 crown, per lb.	....	0 06½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 11	0 11½
Sultana raisins, 1 lb. cartons	0 12½	0 13½
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	[illegible]
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins. clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06¾	0 07¼
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
[illegible]	....	[illegible]
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	[illegible]
90-100	....	0 06
Bosnia prunes	[illegible]	[illegible]

TEA.—The quality of the new crop of Japans and Chinas is reported good and the price is 2c per lb. lower than last year. United States buying is still in evidence.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

COFFEE.—The market is entirely devoid of features as prices remain the same and trading is quiet.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	[illegible]
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICE.—The spice market is unchanged at last week's prices.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Prices remain steady with no indications of lower prices. Demand is fair and of sufficient volume to maintain present price levels.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	[illegible]
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	[illegible]
Rice, grade B, ½ pockets, 12½ lbs.	....	[illegible]
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	[illegible]
Lustre, loose, 250 lb. bags	....	[illegible]
Patna, polished	....	[illegible]
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	[illegible]
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	[illegible]
Ice Dips	....	[illegible]
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 60
Imported Caroline rice, fancy	....	[illegible]
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¾	[illegible]
Seed, lb.	0 05	0 06

NUTS.—The only feature of the nut market this week was the advance in Brazils which are now quoted at 19 to 20c instead of 16 to 17c as formerly. This advance is due to shortage. Peanuts are selling exceptionally well and prices are firm. Other prices remain the same.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13½	0 14½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	[illegible]
Almonds, 2 crown, selected, per lb.	0 31	[illegible]
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¾
Coon, roasted	....	0 08¼
Diamond G, roasted	....	0 09¼
Bon Ton, roasted	0 11	[illegible]
Sun, roasted	0 10	0 12
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼

Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Sugar—Situation doubtful.
Coffees—Easier.
Molasses—Hand-to-mouth buying.
Black Pepper—Advancing.
Nuts—All advancing.
Beans—Easier.
Collections—A shade slow.

Toronto, June 11.—Business generally is fairly quiet but with more marked signs of warm weather prevailing is picking up somewhat. The decidedly marked dullness which, until some weeks ago prevailed, appears to have let up pretty much, and although trading is still quiet, conditions are not likely to improve markedly before definite indication is given of this season's grain crops.

Collections continue a little slow, but dealers are still optimistic and claim that situation is somewhat better this week. There appears to be no working with banks at all just now on the part of the trade.

In Toronto, conditions too are somewhat dull. Reports being received daily of the percentage of money coming in show shortage over other years, but with prospects of finer weather dealers still stand optimistic, and predict an early betterment in the situation.

SUGAR.—"This is a good time to stay out of the market until various forces now bearing on sugar situation are worked out. Between present large output, and financial difficulty it is hard to come to a definite conclusion on the market. Should a new European war break out, or any disturbing condition arise which would affect the European beet crop, then market for raws would be disturbed and refined would likely follow in the same direction. But should no such disturbing element enter, and the predicted large crop be successfully harvested, a slump would appear quite possible or even probable." Such is the situation in sugar as seen by one of the trading brokers this week.

Buying is all hand-to-mouth, no one considering situation sufficiently settled to stock up.

Year ago granulated in bags sold in Toronto at $5.35, a difference of 95 cents as compared with $4.40 ruling to-day.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUPS AND MOLASSES.—Buying at present is decidedly of hand-to-mouth variety. Large consignments are being received at Halifax and Eastern ports from the islands owing to inability to hold stocks in South. Situation, however, shows little change, save that buying is a little closer to actual requirements.

Last report from Barbadoes states that molasses are dull and neglected owing to lack of demand from Canada and United States. This, in turn, the report states, is owing to high price of Barbadoes sugar.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS.—Few prices are being quoted on new crop currants, but on whole, speculative basis is much same as year ago. Crop is reported somewhat smaller than that of last year.

Valencia raisin crop shows good increase over last year. Whether vines will yield as heavily as anticipated is uncertain as it takes some time to recover after two or three years of drought. Should crop be as large as expected, however, prices are likely to rule much lower this year.

Prunes continue to advance at coast, but, as yet, no change has been made in prices here.

Hallowee' dates advanced ¼ cent this week on primary market and packages are expected to go up ½ cent about September 1.

Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 09½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—Teas of good quality on London auction are at the moment a trifle cheaper, but simply owing to a following off of quality. All big dealers predict a higher market. Some of the gardens in Assam have been hailed out rendering a scarcity more particularly in quality teas. At present, anything under 9s 6d. is being keenly competed except in red, stocky stuff.

Colombo samples still continue uninteresting, so that few sales are being made there for this trade.

COFFEE.—Coffees are all weaker this week. Not only has there been a weakening on part of Brazil holders, but financial situation is also having decided bearing on market. Brazil offerings have been dull. No. 3 Santos have been sold for 14¼c for arrival, which is a reduction of fully 2 cents over a month ago. General feeling is that while coffees have reached a lower level than for some time, prospects are not now for a lower market, and there might even be a strengthening up again.

Rio, roasted	0 18½	0 21
Green, Rio	0 18	0 20
Santos, roasted	0 23	0 25
Maricaibo, roasted	0 25	0 26
Bagotas	0 27	0 28
Mocha, roasted	0 30	0 32
Java, roasted	0 32	0 35
Mexican	0 27	0 28
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Chicory	0 11	0 13

SPICES.—Further slight advance has been made on black peppers on primary market, but no change has here been effected. Cloves continue steady, but still with a tendency to weakness until new crop begins. Celery seed continues high, and likely to remain at present high level for some time yet.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 60
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Rice continues steady and high. Tapioca shows some weakening, but only slight. Demand for both is good.

		Per lb.
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10

Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

BEANS.—Stocks of imported are now pretty well exhausted. Some Canadian H.P. are coming in again but prices are much lower. People having beans in storage have had to come forward and dispose of their holdings owing to banks getting after them.

As a result of satisfaction given this year by foreign beans, it is expected that next season people will look for these, turning more especially to Belgium and Austria.

Prices now are much easier, H. P. going at $2.25 per bushel, and cheaper grades at $1.80 to $2.00.

CANNED GOODS.

Toronto, June 11.—Some firms are now making marked reductions in prices of canned goods. Peas can be bought anywhere from 90 cents to $1.25 according to firm offering. Corn ranges from 85 cents to 95, and tomatoes from $1.20 up. It is expected that there will be a good size carry-over on both peas and corn, and whether wholesalers carry tomatoes over or not, retailers are so heavily stocked that many of last year's pack are likely to appear for sale again next season.

MANITOBA MARKETS.

POINTERS—

Prunes—Up ½ cent.

Apricots—Firm.

Winnipeg, June 11.—Bright sunshine and thunder showers during past week have been most favorable to the growing crops and have had a stimulating effect on business situation and a general air of confidence now prevails.

Wholesale trade is showing some improvement and orders coming in show more inclination to stock up on part of retailers.

Collections are a little better and an improvement in this respect is anticipated now that seeding is finished and any farm reserves of grain will find their way on the market.

Industrial conditions here are satisfactory. City building permits are now between eight and nine million dollars and civic improvements are employing large number of men. There appears to be a sufficiency of farm help for present needs but many laborers could be employed in the country as soon as haying starts.

Fruit juices and hot weather specialties are now good lines to feature.

SUGAR.—Sugar market in the East is reported a shade firm. There is a moderate demand at present which is not likely to increase until the preserving season begins.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—A featureless normal trade in syrups is passing. There is never a very active summer line but with always a little doing.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—An advance of ½ cent on prunes will hardly come as surprise to readers of The Grocer and those who are in close touch with the Californian market anticipate further advances. Apricots are also higher.

		Per lb.
Prunes—		
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 70 to 80, 25 lbs.	....	0 06¼
Prunes, 60 to 70, 25 lbs.	....	0 06⅞
Prunes, 50 to 60, 25 lbs.	....	0 08
Prunes, 40 to 50, 25 lbs.	....	0 10
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11½
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—The retail demand for teas and coffees usually slackens a little during hot weather. No changes in prices are reported.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 17
Roasted Santos	....	0 23
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Peanuts are firm following last week's advance and trade all round is a little more active. Shelled almonds are scarce and expected to be high priced in near future.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

NEW BRUNSWICK MARKETS.

By Wire.

St. John, June 10.—This week shows few changes of interest. Dealers report encouraging business aided by continued warm weather. Collections are better.

There is a little movement in most staples. Oats and oatmeal have advanced slightly. Sugar is weaker and changes are being looked for. Barrelled beef and pork probably will be higher shortly. Cornmeal is already higher, bags now being quoted at $1.50. Compound lard is up to 11¼. Local advices are that flour may be lower before long. Eggs are slightly firmer and are quoted at 21 to 23 hennery. Butter is easier owing to better supplies coming. Few native vegetables have been received up to the present and trade is still taking American.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 30	3 35
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 30	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 12¼	0 12½
Cheese, new, lb.	0 13	0 14½
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 55
Cornmeal, bags	....	1 50
Cornmeal, bbls.	....	2 75
Eggs, hennery	0 21	0 23
Flour, Manitoba	6 25	6 30
Flour, Ontario	5 65	5 70
Lard, compound, lb.	....	0 11¼
Lard, pure, lb.	0 15½	0 15¾
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

NOVA SCOTIA MARKETS.

By Wire.

Halifax, June 10.—Halifax grocery jobbers report business quite brisk for season of year. Many fishing vessels are arriving and taking supplies before proceeding to Banks. Receipts of butter are improving and price has eased off somewhat. Fruit is in good demand. Bananas have dropped quarter of a cent to 3¾ cents per pound. Oranges are scarce and higher. About only stock now on market is Mediterreanan sweets which sell at $5.50 case. Egyptian onions are up quarter cent to 2½c. Pineapples dropped 25 cents to $.25 per crate. Sales of sugar are fairly heavy and price unchanged.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Bananas, per lb.	....	0 03¾
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	0 15	0 15½
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 67½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 80	1 85
Eggs, fresh, per dozen	....	0 17
Flour, Ontario, 90 per cent.	5 25	5 35
Flour, Manitoba best, per bbl.	....	6 15
Grapefruit, per case	....	3 50
Hams, per lb.	....	0 20
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Onions, Egyptian, per lb.	....	0 02¾
Oranges, Florida, per case	....	5 50
Oranges, navel, per case	....	5 25
Pork, American clear, per bbl.	....	27 00
Potatoes, per bag	....	1 50
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	3 00

FLOUR & CEREAL DEPARTMENT

Greater Firmness Prevails in Mill Feeds

Surplus Being Worked Off and Advance Expected to Follow—Price of Wheat Ruled Still Higher—Flour Market Firm, But Shows Little Sign of Advancing for Some Time Yet—Cornmeal Firmer.

On Monday, July wheat in Winnipeg touched the high point of 99¼c. Tuesday it fell off to 98⅜c, which even yet is an advance of 3¼c on the week. October wheat, too, is selling high, closing at 91⅞c on Tuesday. With wheat continuing to hold up, millers are even more anxious to see an advance, but with buyers inclined to be bearish and buying only for immediate needs, advance has not yet taken place. Another opposing factor is that for export Canada continues out of line. At one time on Tuesday there was a difference of 9c on price of wheat between Minneapolis and Winnipeg, giving Minneapolis a decided advantage on flour. Reduction on ocean freight rates has helped some to stimulate demand, but the change is not sufficiently marked to effect any great business.

Should dry weather continue, demand for feeds increasing would rapidly take up all surplus, and cause prices to advance. This, leaving a slightly greater margin on feeds, would tend to hold off an advance in flour. Altogether the question appears to be one of time, but there is little doubt that at first opportunity millers will put up flour, and attempt to retrieve losses which they claim they have been incurring during past week.

Receipts of flour for the week in Montreal were 46,325 sacks, as compared with 92,218 sacks for same period last year. Exports for the week were 87,314 sacks, as against 126,938 sacks for the same week of last year.

The stocks of flour in store on spot in Montreal were:

June 7-13	182,276 sacks.
May 31-13	199,267 „
June 8-12	152,474 „

MONTREAL.

FLOUR.—Feature of week in flour market has been increased domestic demand for spring wheat grades. This seems to foretell heavier buying on part of jobbers and retailers. As their stocks are low and prospects for lower prices seem very distant owing to high price of wheat, they have evidently thought it wise to lay in their storage stocks at present prices .

Export demand is poor, but in spite of this fact prices are being maintained firmly.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	4 30	4 50
Manitoba 1st Spring wheat patents, bags	....	5 40
Manitoba straight patents, in bags	....	4 90
Manitoba strong bakers, in bags	....	4 70
Manitoba second, in bags	4 10	4 30

CEREALS.—Cereal market is firm at new level, and advance of last week is being well maintained. Demand is steady and of sufficient volume to assure prices keeping at higher level for present at least. Weather is favorable, and millers are inclined to belief that prices will go a little higher, but this will depend upon demand to a considerable extent.

Cornmeal is quiet and steady at last week's prices.

Receipts of rolled oats for week were 450 sacks, as against 2,250 for corresponding week last year. Exports for week were 2,400 sacks and 325 cases, as against 4,480 sacks and 4,163 cases for same period last year.

Rolled oats, in 25 sack lots	....	2 10
Rolled oats, in single bag lots	....	2 25
Rolled oats, in bbls.	....	4 45
Standard oatmeal, in single bag lots	....	2 31
Granulated oatmeal, in single bag lots....	....	2 31
Fine oatmeal, in single bag lots	....	2 31
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 85	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—There is no change in local mill feed market except that demand is better and stocks are getting back to normal. Outside millers are cutting prices on bran and shorts, and about 25 cars of bran were sold here last week at $15 and shorts at $18, including bags. Local millers, however, refuse to meet this competition, as they are daily receiving bids from United States points that net them $17 for bran and $19 for shorts; and result is that they are holding prices up to that level for domestic business.

Bran, in car lots, per ton	16 00	17 00
Shorts, in car lots, per ton................	....	19 00
Middlings, in car lots, per ton............	....	21 00
Wheat moulee, per ton	23 00	25 00

TORONTO.

FLOUR.—"We have to make our bran sell our flour," stated one miller this week. "Up to Tuesday we sold bran in straight cars, but now will sell in none but mixed." Now that bran is so low, dealers are putting a condition to bulk sales, and thus building up a trade for flour at same time.

Manitoba Wheat.

1st patent, in car lots, bags	....	5 40
2nd patents, in car lots per bbl..........	....	4 90
Strong bakers, in car lots, per bbl........	....	4 70
Feed flour, in car lots, per ton	....	30 00
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption.....	4 70	4 90
Patents, 90 p.c. domestic consumption....	4 55	4 85
Straight roller, domestic consumption....	4 35	4 55
Blended domestic consumption	4 85	5 15

CEREALS.—So firm do rolled oats hold at advance reported last week that even further advances are expected. "If the market continues to hold up, I wouldn't be surprised to see another advance again next week," stated one dealer. Oats are high, and, though demand is not brisk for domestic, yet export is picking up, and with States out of line, a good firm market is anticipated.

Cornmeal continues firm. One mill, which up to present has been shading as low as $1.67½, is now firm at $1.70, and looks for continued firmness to prevail.

Rolled oats, small lots, 90 lb. sacks......	2 15	2 20
Rolled oats, 25 bags to car lots............	2 05	2 10
Standard and granulated oatmeal 10 per cent. over rolled oats in 90's in jute.		
Rolled wheat, 50 lb. boxes	....	1 50
Rolled wheat, small lots, 100-lb. bbls....	....	2 85
Rolled wheat, 5 barrel to car lots	....	2 70
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 70	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 50	1 65
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Demand from Continent has picked up to such an extent that millers are now cabling orders, but prices are not considered high enough here. One miller states: "Millers would be foolish to send bran to the Continent when there is a chance of the duty coming off to the States, and when, even now, a better price can be obtained there, duty and all."

Bran is much firmer this week. With increased demand surplus will soon be cleaned up, when an advance would be justified. "Within a couple of weeks

Bran, in car lots, per ton	17 00	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton............	21 00	23 00
Wheat moulee, in car lots, per ton......	23 00	25 00

Slump in New Potatoes; Pines Up $1

Virginia Begins to Ship Potates Before Trade is Ready—Crop Heavy and Sizes Large—Florida Pines Now Only Variety on Market—California Fruits Arriving.

MONTREAL.

GREEN FRUITS.—Fruit market was dull past week owing to unfavorable weather. Prices, however, are being maintained even under these adverse conditions. New fruits are arriving and auctions are well patronized by buyers. Cherries are higher this week owing to short supplies, but with car lots arriving the price will go lower. Apricots are making their debut at $1.95 to $2.50 per four basket crate. Watermelons are cheaper at 40 to 50c each. Canteloupes are still coming by express but are not generally handled. This is also the case with Lawtonberries which are retailing here at 25c per quart. Limes are cheaper at $1.75 per box. Havana pineapples are very poor and Floridas are taking their place at much higher prices. Apples are practically off market. Bananas remain steady at last week's price.

Apples—		
Ben Davis XXX.	....	4 50
Spies, first grade, per barrel	5 50	6 50
Spies, second grade, per barrel	....	5 50
Russets, No. 1, per barrel	....	5 00
Russets, No. 2, per barrel	2 75	3 00
Apricots, per 4 basket crate	1 95	2 50
Bananas, crated	1 25	2 00
Cherries, California, 7-lb. box	2 25	3 00
Cocoanuts, per bag	....	5 00
Grape fruit, Florida, case	4 25	4 50
Grape fruit, Cuban	2 75	3 50
Lemons	4 50	5 50
Limes, Florida, per box	....	1 75
Oranges, late Californias	....	6 00
Oranges, late Valencias	....	6 00
Oranges, Valencias	5 50	6 00
Pineapples, Havana	2 50	2 75
Pineapples, Florida—		
30s, per case	3 50	4 00
24s, per case	3 75	4 00
36s, per case	3 25	3 50
Strawberries, per quart	0 12½	0 18
Watermelons, each	0 40	0 50

VEGETABLES. —Vegetable market is lower this week owing to increased supplies coming forward. Most noticeable feature is sudden decline in new potatoes from $7.50 to $4.50 per bbl. and prices are weak at that low figure. New green peas are arriving and command $3.50 per hamper. Lettuce is much cheaper. Boston lettuce is selling at $2.00 per crate, while curly lettuce is selling at 40c per dozen bunches. Wax beans are cheaper at $3.00 per hamper. Florida tomatoes are cheaper, having slumped at the week end, owing to heavy stocks and little demand. It is expected that prices will advance again as soon as present stocks are cleared out. Cucumbers are cheaper, selling as low as 90c per dozen.

Asparagus, American, fancy, per crate	3 50	4 00
Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	3 00
Beans, green, per hamper	....	3 00
Beets, new, per doz. bunches	....	1 40
Beets, old, per bag	....	1 25
Cabbage, new, crate of 4 to 5 doz	....	2 75
Carrots, new, per doz. bunches	....	0 80
Carrots, old, per bag	....	1 50
Cauliflower, hothouse, per dozen	....	4 00
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Corn, green, per doz. ears	....	1 00
Cucumbers, per dozen	0 90	2 00
Cucumbers, per basket	....	3 50
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	0 75
Lettuce, Boston, crate of 2 doz.	....	2 00
Lettuce, curly, per doz. heads	....	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, per lb.	....	0 02¼
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, small basket	....	0 50
Peas, green, per hamper	....	3 50
Potatoes—		
Bermuda, new, per bbl.	....	4 50
Green Mountains, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 70
Quebec grades, small lots, bag	0 95	1 00
Sweet potatoes, basket	....	2 50
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	3 00	3 25
Tomatoes, Florida, choice, case	....	3 00
Turnips, per bag	....	1 25
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Cuban pines now arriving in New York show so much waste that few are being brought on to Toronto. Stock now coming is all from Florida. Sizes are a shade smaller but quality is fine and firm, making them quite desirable. Prices range about $1 per case higher than Cubans.

Lemons and oranges are still on upward trend. Only cool weather is keeping prices down. Seven cases of lemons sold last week in New York at $8 per case, and a general advance on that market of 75 cents per case has been made during past week. With warm weather, prices may be expected to go out of sight.

A Toronto broker during past week sold two cars of oranges to go to Buffalo. This, he claims, is first time in history of orange trade that oranges have been sent back from this side to supply American markets.

Apples—		
Ben Davis, first grade, per bbl.	....	3 00
Ben Davis, second grade, per bbl.	....	2 50
Apricots(per box of 4 bkts.	....	3 00
Bananas, per bunch	1 75	2 25
Cantaloupes, 45s, per crate	....	6 00
Cherries, California, 11 and 13 rowed bxs.	2 50	3 00
Cocoanuts, per sack of 80	5 00	5 50
Grapefruit, Cuban—		
64s, 80s and 96s	4 00	5 00
54s	3 75	4 50
46s	3 50	4 00
Lemons, Messina	....	4 50
Limes, per box of 100	1 50	1 75
Oranges, California Valencias	5 50	6 25
Oranges, Messina, oval ½ box	....	2 50
Pineapples, Cuban, case of 24, 34, or 36	....	3 00
Pineapples, Florida—		
42s, per case	....	2 75
36s, per case	....	3 00
30s, per case	....	3 50
24s, per case	....	3 75
Plums, per box of 4 bkts.	....	2 75
Strawberries, Baltimore, quart	0 18	0 20
Watermelons, 27 to 30 lbs, each	0 50	0 65

VEGETABLES.—Potatoes now arriving from Virginia and North Carolina have caused marked slump in prices, bringing figures down to $4.50 per barrel. No further drop is expected just at present as crop and sizes are both good, and owing to supplies of old on market demand is not yet heavy. Shipping before trade was ready is said to have been cause of so great slump last week.

Cabbage is scarce, and will likely remain so till Maryland begins to ship. This will likely appear next week. Owing to outdoor grown lettuce now appearing, market is much easier.

Asparagus, domestic, 11 qt. basket	1 75	2 00
Beans, green, hamper	....	2 75
Beans, wax, hamper	....	3 00
Beets, imported, box of 2 doz	....	1 75
Carrots, imported, per box	....	1 75
Cabbage, Virginia, new, crate of 4-5 doz.	....	2 50
Cucumbers, Florida, hamper	3 00	3 50
Lettuce, Boston heads, hamper	3 50	4 25
Lettuce, domestic heads, doz.	0 50	0 75
Lettuce, domestic, case of 3 doz.	....	1 25
Mushrooms, per lb.	....	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 00	2 50
Texas, Bermudas, 50-lb. crate	....	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	....	0 10
Peppers, green, basket	....	0 50
Peppers, green, hamper of 6 boxes	2 25	2 50
Parsley, large bunches, doz	....	0 75
Parsnips, per bag	0 50	0 65
Peas, green, hamper	....	3 50
Potatoes—		
New, per barrel	....	4 50
New Brunswick, per bag	1.00	1 35
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	0 25	0 40
Spinach, Canadian, hpr.	....	0 75
Tomatoes, Florida, case	....	3 50
Water cress, domestic, 11-qt. basket	0 50	0 75

Cold Weather Keeps Prices on Fish High

Mackerel Season Opening Well—Hauls Now Being Made Would Predict a Record Season—Indications Are For Lower Opening Prices on Frozen Halibut.

MONTREAL.

FISH.—Fish market has few changes this week. First is the reduction in price of North Shore or Gaspe salmon owing to heavy receipts. These are in advance of demand, which is principally from summer resorts, and as yet is restricted owing to cold weather. Gaspe salmon is quoted at 13c to 15c this week, instead of 18c to 20c last week. Other change is a decline of 1c per pound in brook trout to 25c. Lobsters are advancing owing to close season in some parts and to fact that closed season will cover all lobster fisheries about end of June. Halibut fishing has been good, both on East and West coasts. It is stated that one firm alone on West coast has over 10,000,000 lbs. of halibut frozen, and there are a lot of frozen halibut on East coast as well. These heavy stocks assure the fact that opening prices on frozen halibut will be as low as last year, if not lower. Very few lake fish are arriving owing to stormy weather on Upper Lakes. Brook trout is also scarce, but other fish are plentiful. Demand is brisker this week owing to Jewish holidays. At present supplies of pike and pickerel are short.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Buck shad, each	....	0 30
Carp, per lb.	....	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 13	0 15
Steak cod, per lb.	....	0 06
Trout, brook, per lb.	....	0 25
Trout, lake, per lb.	0 11	0 12
Frogs' legs, small to medium, per lb.	....	0 25
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	0 10	0 12
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.

Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb.	0 10½
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	6 50

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08

SMOKED.

Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22

CRUSTACEANS.

Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 20
Lobsters, boiled, per lb.	....	0 22
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Cold weather is claimed to be only reason for keeping prices up so high. "Should we have three or four days of nice warm weather," states one dealer, "a decline in whitefish, trout, pickerel, pike and herrings would be the result." Already halibut and pike are easier, and further declines are expected. Fresh seas herring are expected soon now. Last of frozen stocks have all disappeared, so that now there is little frozen stock in any line left.

Lake herring and perch are both scarce, and have been advanced to 8c and 10c respectively. Mackerel are now appearing, and show fine stocks. Sizes are large, average weight being about 2½ lbs. These sell at 23c to 25c each. Restigouche salmon are beginning to come more plentifully, but prices still continue high. On whole, business is pretty brisk for season.

FROZEN FISH.

Roe shad, each	1 00	1 25
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Eels, live, per lb.	....	0 10
Flounders, per lb.	....	0 07
Haddock	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	0 08
Lobsters, live, per lb.	0 25	0 40
Mackerel, average wt. 2½ lbs., each.	0 23	0 25
Perch, per lb.	....	0 10
Pickerel, blue, per lb.	....	0 08
Pickerel, yellow, per lb.	....	0 12½
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 25	0 30
Salmon, B.C., per lb.	....	0 23
Steak cod	0 07	0 08
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 13

SMOKED.

Finnan haddie	0 07½	0 [illegible]
Kippers	1 10	1 25
Smoked bloaters, 60s	....	1 25
Smoked fillets	....	0 13

PREPARED.

Cod, 2-lb. boxes, 12 to crate	....	2 80
Acadia cod, 2-lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00

SALTED AND PICKLED.

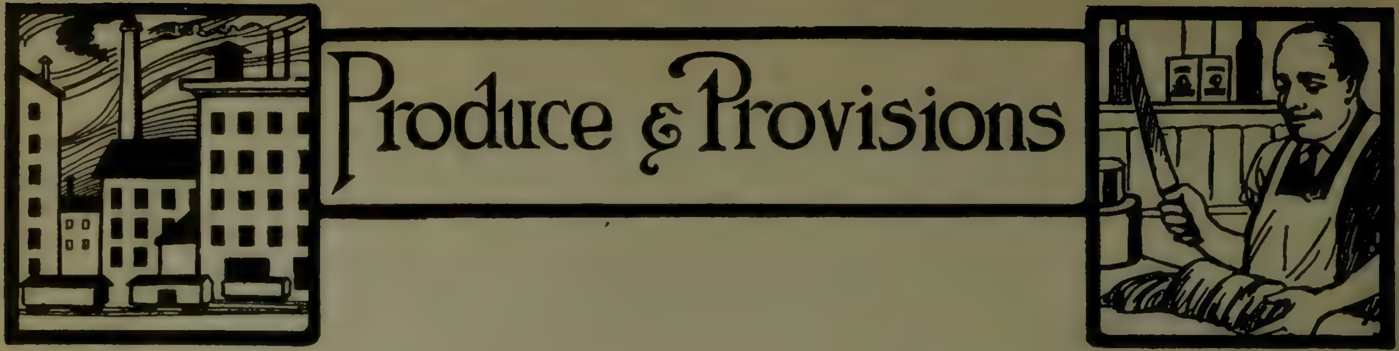
Holland herring, per keg	0 80	0 85
Shrimps—		
Pike, per lb.	0 06	0 07
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

HALIFAX.

FISH.—Mackerel fishing off Nova Scotia this season gives promise of being the best for many years. Large shoals of fish are reported all along coast, and during latter part of week some large hauls were made. On Thursday a small fleet of vessels arrived here and landed 75,000 fish. This was best day's work for a long time. Fish are large and fat for so early in season, some weighing four pounds each. Fishermen received 15 cents a piece for them. A fleet of 35 American mackerel seiners are on the coast, and they also made good hauls.

Salmon are becoming more plentiful, and price is dropping. Last week 30 cents per pound was asked the consumer, and this week the price quoted was 18 cents.

Market is bare of lobsters. Recent storms have destroyed fishermen's gear, and as a result catch will be smaller than anticipated. The salt fish trade continues dull.



Buyers Look for Decline in Price of Hogs

Claim This is the Only Chance for Them to Make Satisfactory Profits—Butter Market Easing Off and Declines Expected—"Loss-Off" System Has Tendency to Firm Up Egg Market.

Hogs have already dropped 25 cents below prices quoted week ago in Montreal and though late last week, prices soared in Toronto, a decline of 25 cents has been effected there also. Buyers are now looking for lower prices, and making a greater effort than ever to keep prices down. It is their contention that there is now no money in the packing business. Meats have about reached their limit, so that to make a profit they feel they will have to hammer down prices to a lower level.

Butter is easier this week with prospects of marked declines. Already a downward movement has set in in Montreal and prospects are for its continuance. Accumulations are increasing and at present high prices, storage men are not at all keen over laying away heavy stocks. Judging that market will likely be weaker later on, orders from Coast and North-west have also shown a falling off, so that an early decline in butter would seem quite probable.

So far, dealers find much satisfaction with way in which "loss-off" system of buying eggs is working out. Quality is showing an improvement, producers apparently being timorous for a little while at least when it comes to working off poor stocks. The hope is generally expressed that this improvment will continue to grow, and that the bad-egg business will be entirely eliminated.

Following table shows receipts of butter, cheese and eggs on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs
For the week ending June 7, 1913 ..	22,601	50,696	13,446
For the week ending May 31, 1913 .	16,533	41,643	12,963
For the week ending June 8, 1913 ..	20,567	58,185	12,848
Season May 1 to June 7, 1913	77,320	149,938	83,207
Season May 1 to June 8, 1912	76,635	177,873	87,845

MONTREAL.

PROVISIONS.—Hogs are more plentiful this week and as result, prices for live hogs declined to $10 to $10.25 per cwt. While somewhat in contradiction, price of dressed pork remains firm at $15. Roll bacon and square cut shoulders each advanced a half cent per lb. Picnic hams are firm at 15½c.

An advance on barrel pork has been announced for next week and it is probable that whole list may be revised with trend of prices upwards. Feature of market is plentiful supply of hogs and quietness of trading. Demand is quite brisk.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.........	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	....	0 15½
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 17
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.......	....	0 16½
Square shoulders, bone in, per lb.......	....	0 15
Cottage rolls, small, 4 lbs., per lb......	....	0 20
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin.........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15¼
Long clear bacon, 80-100s, lb............	....	0 14½
Flanks, bone in, not smoked, lb........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net. per lb................	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb..................	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl., 35-45 pcs...	$28 50
Canada short cut back pork, 45-55 pcs., bbl......	28 00
Heavy short cut clear pork, bbl.	28 50
Heavy clear fat backs, 40-50 pcs., bbl..............	28 50
Heavy clear fat backs, 60-70 pcs., bbl..............	27 00
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 06
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb................	....	0 06

HOGS.

Live weight, per 100 lbs..........................	10 00	10 25
Dressed pork, per 100 lb.		15 00

BUTTER.—Prices of butter declined one cent per pound on all grades following decline on country butter boards. On Saturday country boards declined again and it is probable that prices will decline at a moment's notice, as market is weak at present. Receipts of butter are increasing which is another fatcor tending toward lower prices.

Fresh creamery print	0 28	0 27½
Creamery solids	....	0 27
Farmers' separator butter	....	0 24
Dairy prints, choice	....	0 24
Dairy solids	....	0 24

EGGS.—There is no change in egg market as regards prices but wholesalers state that there is noticeable improvement in quality of eggs arriving. This is condition that has long been sought. Receipts of eggs so far this season are behind last year, but there was a surplus last year, and when this is taken into consideration, conditions are practically the same. Demand is steady.

Eggs—		
New laid, in 30 doz. case, doz........	....	0 26
New laid, in cartons	....	0 28
Selects, in case, per doz................	....	0 26
No. 1, in case, per doz...................	....	0 23

CHEESE.—Cheese market is featureless, and prices are steady at last week's quotations. Demand in London for old Canadian cheese is improving and prices are firmer. Country boards, however, are weaker and some have even declined. Stocks of cheese in hand are heavy and until these are reduced there will be few price changes.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—Only feature of poultry market is arrival of spring broilers which are selling at $1.50 per 3 lb. pair. Only other arrivals are fat hens. Otherwise market is dull and uninteresting.

Broilers, spring, 3 lb. pair	....	1 50
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	....	0 22
Fowl, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Turkeys, per lb.	....	0 25

TORONTO.

PROVISIONS.—"Prospects are for a slight easing off in price of raw material,'' said one dealer this week. ''As it is we're not making anything now because of high price of hogs, and should raw material decline somewhat it would give us a chance to make at least a little margin. While meats are now high I don't look for any further advance because consumers won't stand for it. On the other hand, however, I anticipate no decline, but look for a strong steady market. The decline in hogs is not likely to be enough to cause any change in meats.''

Last week hogs reached the high level of $10.10 per cwt. fed and watered. An effort was made to keep figures down to levels of previous week but prices got away from buyers. Already a decline of 25 cents has been made from that high level, and further declines are now anticipated.

HAMS—		
Light, per lb.	....	0 20
Medium, per lb.	....	0 20
Large, per lb.	0 18	0 18½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
BACON—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15½	0 15¾
Long clear bacon, heavy	0 15	0 15¼
COOKED MEATS—		
Hams, boiled, per lb.	0 28	0 29
Hams, roast, per lb.	....	0 29
Shoulders, boiled, per lb.	....	0 21½
Shoulders, roast, per lb.	....	0 22½
BARRELLED PORK—		
Heavy mess pork, per bbl.	22 00	23 00
Short cut, per bbl.	27 00	28 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	....	0 10¼
Pails, 20 lbs., per lb.	....	0 11
HOGS—		
Live, f.o.b., per cwt.	....	9 50
Live, fed and watered, per cwt.	....	9 85
Dressed, per cwt.	....	14 50

BUTTER.—An easier tone prevails in butter market this week although prices are quotably unchanged. So much dairy is offering that dealers have to discriminate in their values paying more than ever according to quality. Prices for buying are down now to about 24 cents, and owing to heavy make, selling prices are likely to drop in proportion. One dealer states: ''Prices are now so high that to store would appear a poor gamble. In face of so much butter coming now from New Zealand and Australia present prices would allow too small a margin after holding all winter.''

Some trouble is being found with fodder butter still offering. Feed supply in some parts has been so heavy that fodder butter was received even up to end of last week.

	Per lb.	
Fresh creamery print	0 26	0 28
Farmers' separator butter	0 23	0 24
Dairy prints, choice	0 21	0 23
Dairy solids	0 18	0 19
Creamery solids	0 25	0 26

EGGS.—Scarcity has been felt in eggs during past week causing firmer tone to market. Continued cold weather has induced storage men to store heavily, and has also made quality better and increased demand. Should warm weather now come on deliveries would likely be heavier than at present.

Fact that eggs are now being bought by ''loss-off'' system tends to reveal more distinctly number of bad ones, but quality is said to be well up to average.

Eggs—		
Strictly new laid, per doz.	0 20	0 23

CHEESE—''Old cheese is now getting into better hands, so that I wouldn't be surprised to see even higher prices,'' is one dealer's opinion of market situation. Though new is easier on outside boards, export has been heavy causing corresponding firmness on market here for old cheese.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15	0 15¼
New, large	0 13½	0 14
New, twins	0 14	0 14½

POULTRY.—Prices tend somewhat upward this week. One dealer sold 200 cases of frozen fowl at 16 cents on Tuesday, and in small lots prices run even higher, to 17 and 18 cents. Most chickens offering now are of such a size and age that they have to go out as fowl. No great quantity of broilers has as yet been received. Setting marketable weight at 1½ lbs. so far has kept down offerings, but quantities are expected shortly. Some fresh turkeys, (old Toms) are offering. Prices on these rule at about 18 to 20 cents.

Frozen—		
Chicks, milk fed, lb.	0 25	0 28
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 22	0 25
Fresh—		
Fowl, dressed, per lb.	0 18	0 20
Fowl, live	0 14	0 16
Spring broilers, 1½ lbs. and over	0 40	0 50
Turkeys, Old Tom, per lb.	0 18	0 20

VALUE OF SYSTEMATIC COLLECTIONS.

''Does it pay to inject system into the handling of collections?'' repeated a Goderich, Ont. merchant the other day. ''Well, I just guess it does.

''See here. I wind up my financial year on May 31. This year when I totalled up everything I was surprised and tickled to find that although my business for 1912-13 was away in excess of the year before, yet my total cash receipts, including collections, for the year were $100 in excess of the entire business done.

''How did I do it? Almost as simple as falling off a log. Pretty close to 75 per cent. of my business is credit, and as rule I'm carrying $1,500 on my books. This last year I invested in a typewriter and worked out a sort of follow-up system of collection letters for use with my credit patrons. The result was that my cash receipts not merely kept pace with my business, but went ahead.

''It certainly pays to look after the collections in a systematic way. I calculate that my system has more than paid for itself, typewriter and all. My experience is that a lot of bad debts never become bad until they've been allowed to stand too long, and that a credit customer should be kept posted as to the amount owing, and, if he shows a tendency to become really delinquent, he should be gently but firmly looked after. My customers prefer systematic methods to the old hit-and-miss way.''

Following items are from The Canadian Grocer of June 16, 1893:

> ''Lipton, the English packet tea man, is making arrangements to push his trade in Canada.''

Editor's Note.—Thos. J. Lipton is today selling on the Canadian market. He is well known throughout the American Continent as an enthusiastic yachtsman.

* * *

> ''The warm weather had led to a somewhat better demand for lemons.''

Editor's Note.—This was taken from our Montreal market report of 20 years ago, and serves equally well to-day as a gentle reminder to push lemon sales.

* * *

> ''The firm name of 'The Cowan Cocoa and Chocolate Co., Ltd.,' has been changed to 'The Cowan Co., Ltd., for the sake of brevity.''

Editor's Note.—This is another of our long established Canadian firms. At the present time The Cowan Co. are erecting a new building on Stirling Road, enlarging their plant.

WHERE LIES THE DIFFERENCE?

Jeweller (to grocer)—''I beg your pardon, but didn't I see you put two or three finger rings and a scarf pin in your pocket?''

Grocer—''Certainly. When you come into my place aren't you always picking up things and putting them in your mouth?''

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 8, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb.	0 20
Soluble, bulk, No. 2, lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers , No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes	0 37
Lunch bars, 5-lb. boxes	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box.	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

A Grocery Clerk

should know the quality of every article he sells; and thus satisfy the consumer as as well as proprietor. That is successful selling.

No trouble to know the quality of Fels - Naptha soap. Just use it right. Selling the best soap like Fels - Naptha, means a step forward for the clerk and employer.

For Summer Appetites

In hot weather, when the appetites are just a little off, and there is a peculiar craving for something cool and satisfying, nothing touches the spot like

JELL-O

It is so deliciously cool, so light, so wholesome, so nutritious, so tempting and good every way, that it satisfies the summer appetite as nothing else can.

There is no other dessert worth serving that can be made without cooking and fuss, and in hot weather no housewife wants to cook and fuss more than is necessary.

Consequently, Jell-O is one of the few articles that sell as well in hot weather as at any other time.

THE GENESEE PURE FOOD CO.,
Bridgeburg, Can.

The name JELL-O is on every package in big red letters. If it isn't there, it isn't JELL-O.

PAYING LINES ARE WHAT YOU WANT.
WE HAVE THEM TO OFFER.

EXTRACT OF MEAT
(IN JARS)
TURKISH DELIGHT

TEALETS A New Line which consists of all the necessary ingredients viz. tea, prepared milk and sugar for making a cup of tea.

SCHMOELE, RHODES & CO.
Established over 30 years
131 Wool Exchange - - LONDON, ENG.
BUYING AND DISTRIBUTING AGENTS WANTED

BY SAFEGUARDING YOUR CUSTOMERS YOU SAFEGUARD YOURSELF. THAT IS WHY IT PAYS TO SELL "THE GILMOUR ANTISEPTIC HAND CLEANER," THE YELLOW TIN AT TEN CENTS. NOT OVER-GRITTY, LIKE PRACTICALLY ALL OTHER PREPARATIONS. THE QUALITY INGREDIENTS USED—THAT'S WHY IT LEADS.

ASK OUR AGENTS:
Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; or write

THE GILMOUR & CO.,
604 PAPINEAU AVE., MONTREAL

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ¼	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors) doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC ⅞ FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY ⅞ CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple Juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100	10 00
Moyens, tins ½ kilo, 100	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb.	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90

Straight.

Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50

Straight.

Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:	
Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00

Don't Throw Money Away

by trying to cover the Western territory with salesmen who are only half acquainted with the ground, or who are totally ignorant of it. A territory only half worked might better be left alone. We have a large staff of representatives and five great warehouses in the best sections of the country, and are daily in touch with the entire Western trade.

Why not let us handle your accounts?

Nicholson & Bain, **Wholesale Commission Merchants and Brokers**

Head Office—WINNIPEG, MAN.

Branches : Regina, Saskatoon, Edmonton, Calgary, Lethbridge

LARD

During the warm weather season the nicest way in which to handle Lard, both for yourselves and your customers, is in the **One-pound Carton.**

Our Lard is branded "Star Brand," and is guaranteed absolutely pure. Put up also in 3, 5, 10 and 20-lb. tins, 20 lb. and 60 lb. pails, and in tierces of 360 lbs. each.

Made under Government Inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Upton's
PURE FRUIT JAMS

contain the last—and best—word in jams.

Price and quality equally attractive.

Ask your jobber or write us.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont.
Factory at: Hamilton, Ont.

"SOCLEAN."

THE DUSTLESS SWEEPING COMPOUND.

25c Pail, 2 doz. in case (4½ lbs.) enlarged size	$4 50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)	7 20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)	6 75

"ANTI-DUST" SWEEPING POWDER.

2 lb. tins, 3 doz. crates, doz.	1 40
5 lb. tins, 1 and 2 doz., crates, per doz.	3 90

STARCH.

THE CANADA STARCH CO., LTD.

EDWARDSBURG BRANDS

and

BRANTFORD BRANDS.

Boxes.	Cents
Laundry Starches—	
40 lbs. Canada Laundry	.05½
40 lbs., Canada white gloss, 1 lb. pkgs.	.06
48 lbs., No. 1 white or blue, 4 lb. cartons	.06½
46 lbs., No. 1 white or blue, 3 lb. cartons	.06½
100 lbs., kegs, No. 1 white.	.06
200 lbs., bbls., No. 1 white	.06
30 lbs., Edwardsburg silver gloss, 1 lb. chromo pkgs.	.07½
48 lbs., silver gloss, in 6-lb. tin canisters	.08
36 lbs., silver gloss 6-lb. draw lid boxes	.08
100 lbs., kegs, silver gloss, large crystals	.07
28 lbs. Benson's satin, 1-lb. cartons, chromo label	.07½
40 lbs. Benson's Enamel (cold water), per case	3 00
20 lbs. Benson's Enamel (cold water), per case	1 50
Celluloid—boxes containing 45 cartons, per case	3 60

Culinary Starch.

40 lbs. W. T. Benson & Co.'s prepared corn	.07½
40 lbs. Canada pure corn starch	.05¼

(20-lb. boxes ¼c higher.)

BRANTFORD STARCH.

Ontario and Quebec.

Laundry Starches—	
Canada Laundry—	
Boxes about 40 lbs.	.05½
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lbs.	.06
First Quality White Laundry—	
3-lb. canisters, cs of 48 lbs	.06½
Barrels, 200 lbs.	.06
Kegs, 100 lbs.	.06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lbs.	.07½
6-lb. toy trunks, lock and key, 3 in case	.08
6-lb. toy drum, with drum-sticks, 2 in case	.07¾
Kegs, extra large crystals, 100 lbs.	.07
Canadian Electric Starch—	
Boxes containing 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes containing 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.05¼
Brantford Prepared Corn—	
1-lb. pkts., boxes of 40 lbs.	.07½
"Crystal Maize" Corn Starch—	
1-lb. pkts., boxes of 40 lbs.	.07½

(20-lb. boxes ¼c higher than (40's.)

OCEAN MILLS, MONTREAL.

Chinese starch, 48, 1 lb., per case, $4; Ocean Baking Powder, 3-oz. tins, 4 doz. per case, $1.60; 4-oz. tins, 4 doz. per case, $3.00; 8-oz. tins, 5 doz., per case, $6.50; 16-oz. tins, 3 doz. per case, $6.75; 5-lb. tins, 10 tins a case, $7.50; 1-lb. bulk, per 25, 50 and 250 lbs., at 15c per lb. Ocean blanc mange 48 8-oz., $4; Ocean borax, 48 8-oz., $1.60; Ocean cough syrup, 36 6-oz., $6.00; 36 8-oz., $7.20; Ocean corn starch, 48 1-lb., $3.60.

SOUPS—CONCENTRATED.

CHATEAU BRAND.

Vegetable, Mutton Broth, Mulligatawny, Chicken, Ox Tail, Pea, Scotch Broth, Julienne, Mock Turtle, Vermicelli, Tomato, Consomme, Tomato.

No. 1's, 95c per dozen.

Individuals, 45c per dozen.

Packed 4 dozen in a case.

SYMINGTON'S SOUPS.

Quart packets, 9 varieties, doz.	0 90
Clear soups, in stone jars, 5 varieties, doz.	1 40

SODA—COW BRAND.

Case of 1-lb., containing 60 packages, per box, $3.00.

Case of ½-lb., containing 120 packages, per box, $3.00.

Case of 1-lb. and ½-lb., containing 30 1-lb. and 60 ½-lb. packages, per box, $3. Case of 5c packages, containing 96 packages, per box, $3.00.

SYRUP.

THE CANADA STARCH CO., LTD.

CROWN BRAND CORN SYRUP.

2-lb. tins, 2 doz. in case	2 40
5-lb. tins, 1 doz. in case	2 75
10-lb. tins, ½ doz. in case.	2 65
20-lb. tins, ¼ doz. in case.	2 60
Barrels, 700 lbs.	3¼
Half barrels, 350	3½
Quarter barrels, 175	3¾
Pails, 38½	1 75
Pails, 25 lbs. each	1 25

LILY WHITE CORN SYRUP.

2-lb. tins, 2 doz. in case	2 75
5-lb. tins, 1 doz. in case	3 10
10-lb. tins, ½ doz. in case.	3 00
20-lb. tins, ¼ doz. in case.	2 95

(5, 10 and 20-lb. tins have wire handles.)

BEAVER BRAND MAPLE SYRUP.

2-lb. tins, 2 doz. in case	3 50
5-lb. tins, 1 doz. in case	4 00
10-lb. tins, ½ doz. in case.	3 95
20-lb. tins, ¼ doz. in case.	3 90

(5, 10 and 20-lb. tins have wire handles.)

Terms: 30 days net. No discount for repayment.

Freight prepaid on 5-case lots, to all stations in Quebec and Ontario (east of North Bay), and during navigation to ports as far as Sault Ste. Marie, inclusive.

To points beyond North Bay we prepay freight to North Bay only.

MOLASSES.

THE DOMINION MOLASSES COMPANY, LTD.

Gingerbread Brand.

2s., Tins, 2 doz. to case.

Quebec, per case	$ 1 85
Ontario, per case	1 90
Manitoba, per case	2 30
Saskatchewan, per case	2 60
Alberta, per case	2 70
British Columbia, per case	2 40

DOMOLCO BRAND.

2s., Tins, 2 doz. to case.

Quebec & Ontario, per case	2 60
Manitoba, per case	3 00
Saskatchewan, per case	3 20
Alberta, per case	3 30
British Columbia, per case.	3 10

SAUCES.

PATERSON'S WORCESTER SAUCE.

½-pint bottles 3 and 6 doz. cases, doz.	$ 0 90
Pint bottles, 3 doz., cases, doz.	1 75

H. P.

	Per doz.
H. P. Sauce—	
Cases of 3 dozen	$1 90
H. P. Pickles—	
Cases of 2 doz. pints	3 35
Cases of 3 doz. ½-pints	2 25

STOVE POLISH.

JAMES DOME BLACK LEAD.

6a size, gross	$ 2 40
2a size, gross	2 50

NUGGET POLISHES.	Doz.
Polish, Black and Tan	0 85
Metal Outfits, Black and Tan	3 65
Card Outfits, Black and Tan	3 25
Creams and White Cleaner	1 10

TOBACCO.

IMPERIAL TOBACCO COMPANY OF CANADA.

Chewing—Black Watch, 6s	45
Black Watch, 12s	45
Bobs, 6s and 12s	46
Bully, 6s	44
Currency, 6½s and 12s	46
Stag, 5 1-3 to lb.	39
Old Fox, 12s	44
Pay Roll Bars, 7½s	59
Pay Roll, 7s	50
War Horse, 6s	42
Plug Smoking, Shamrock, 6s, plug or bar	45
Rosebud Bars, 6s	45
Empire, 6s and 12s	44
Ivy, 7s	50
Starlight, 7s	50
Cut Smoking — Great West Pouches, 8s	59
Regal Cube Cut, 9s	70

TEAS.

THE "SALADA" TEA CO.

East of Winnipeg.

	Wholesale	R't'l
Brown Label, 1s and ½s	.25	.30
Green Label, 1s and ½s	.27	.35
Blue Label, 1s, ½s, ¼s, and ⅛s	.30	.40
Red Label, 1s and ½s	.36	.50
Gold Label, ½s	.44	.60
Red-Gold Label, ½s	.55	80

LUDELLA CEYLON TEA.

Orange Label, ½s	.24	.30
Brown Label, ½s and 1s.	.28	.40
Brown Label, ¼s	.30	.40
Green Label, ½s and 1s	.35	.58
Red Label, ½s	.40	.60

MELAGAMA TEA.

MINTO BROS.

45 Front St. East.

We pack in 60 and 100-lb. cases.

All delivered prices.

	Wholesale	R't'l
Brown Label, 1-lb. or ½	.25	.30
Red Label, 1-lb. or ½	.27	.35
Green Label, 1s, ½ or ¼	.30	.40
Blue Label, 1s, ½ or ¼.	.35	.50
Yellow Label, 1s, ½ or ¼	.40	.60
Purple Label, ¼ only	.55	.80
Gold Label, ¼ only	.70	1.00

JAMS AND JELLIES.

T. UPTON & CO.

Pure Fruit Jams—Raspberry & apple, Strawberry and apple, peach and apple, plum and apple, red currant and apple, black currant and apple, cherry and apple, apricot and apple, gooseberry and apple, huckleberry and apple, fig and apple, 12 oz. glass jars, 2 dozen in case $1.00 per doz.; No. 2 tins, 2 dozen in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37 1-2c. per pail; No. 7 tin pails, 6 pails in crate, 52 1-2c. per pail; No. 7 wood pails, 6 pails in crate, 52 1-2c per pail; 30 lb. wood pails, 7 1-4c. per lb.

Packed in assorted cases or crates if desired.

Pure Fruit Jellies — Raspberry, strawberry, black currant, red currant and pineapple flavors, 9 - oz. glass tumblers, 2 doz. in case, 95c per doz.; 12-oz. glass jars, 2 doz. in case, $1.00 per doz.; No. 2 tin, 2 doz. in case, $1.90 per doz.; No. 5 tin pails, 9 pails in crate, 37½c per pail; No. 7 wood pails, 6 pails in crate, 52½c per pail; No. 7, tin pails 6 in. crate, 52½c; 30-lb. wood pails, 7¼c per lb. Packed in assorted cases or crates if desired.

Pure Orange Marmalade — Guaranteed finest quality. 12-oz. glass jars, 2 doz. in case, $1.10 per doz.; 16-oz. glass jars, 2 doz. in case, $1.50 per doz.; pint sealers, 1 doz. in case, $2.25 per doz.; No. 2 tins, 2 doz. in case, $2 per doz.; No. 4 tins, 2 doz. in case, 35c per tin; No. 5 tins, 9 in crate, 42½c per tin; No. 7 tins, 12 in case, 57½c per tin; No. 7 wood pails, 6 in crate, 57½c per pail; 30-lb. wood pails, 8c per lb.

JELLY POWDERS.

WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per dozen	$0 90

List Price.

"Shirriff's" (all flavors), per doz.	0 90

Discounts on application.

YEAST.

White Swan Yeast Cakes, per case, 3 doz. 5c packages	1 15

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE FINE COLOR
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

BANANAS

Are your Banana Sales Increasing? If not—There's a Reason!—Handle Fancy Fruit—Push Sales. We handle the FANCY varieties of Bananas exclusively. Clean and Sanitary Ripening Rooms.

Hard Fruit Good Color
Prices Reasonable
Prompt Delivery

Give us your standing orders and insure yourself the Best in Best condition at all times .

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

THE ARCTIC

A Handsome Refrigerator

The Arctic, in addition to being a perfect refrigerator from the refrigerating standpoint, is a handsome store fixture.

It is beautiful hardwood finish, and the hardware is solid brass.

We have a great variety of designs and sizes. It will pay you to investigate the merits of the Arctic before purchasing.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces : WOLF, SAYER & HELLER

A MAN IS KNOWN BY THE COMPANY HE KEEPS --- A MERCHANT BY THE GOODS HE SELLS---

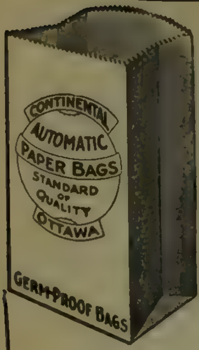
Every time you sell a package of

HEINZ 57 VARIETIES
PURE FOOD PRODUCTS

you give your customer one more proof that you are a quality grocer.

That's one reason why it pays to specialize on the 57 Varieties. The others are steady demand—easy sales and quick turn-over of capital.

H. J. Heinz Company



It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Continetal Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

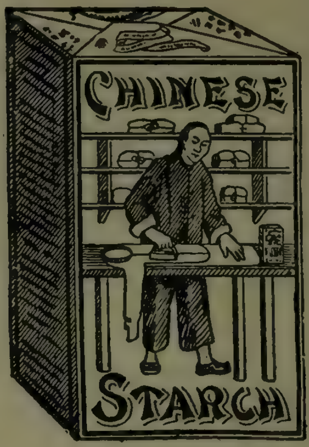
NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.

BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

"Above the ordinary"



This is the verdict of thousands of housewives when speaking of the quality of CHINESE STARCH. This starch contains two oils, one to make the iron slip (ensuring a better finish) the other to perfume the linen. Each package contains full 16 oz. — not 12.

CHINESE STARCH is the starch that sells. Its merits are advertised by satisfied users who send other buyers to the store that handles.—Is yours that store Mr. Dealer?

OCEAN MILLS, MONTREAL

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Folliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE

NAVY PLUG

A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited

Quebec

EUREKA

Twenty-seven years of Eureka Refrigeration

Over a quarter century experience behind the manufacture of Eureka Refrigerators serves well to make this line the Standard of the Canadian Market. Eureka on a Refrigerator is a guarantee of perfection. The Eureka contains no zinc or galvanized iron or other offensive material likely to conflict with the Pure Food Laws. The Eureka way is the dry cold circulating air way.

WRITE FOR CATALOGUE AND PRICES

Eureka Refrigerator Co., Ltd. 54 NOBLE STREET TORONTO

Montreal Representative

JAMES RUTLEDGE - Telephone St. Louis 3076

Distributing Agents, WALTER WOODS & CO. Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

His Influence Counts

Give him a table salt that is always dry and fine—one that leaves the shaker evenly and without urging.

WINDSOR
Table Salt

makes a firm friend of every man because it is dry and fine, never cakes or clogs in the shaker and it flavors food as it should be flavored—with not a trace of bitterness.

The Canadian Salt Co., Limited
Windsor, - Ontario

When Your Customers Ask For 'Soap Powder'

SELL THEM "BABBITT'S"

not only because it pays you a good profit, but also because it will please them best, and, that means a lot of sales for you.

"BABBITT'S" is the *original* soap powder, has great cleansing power because of its concentrated form, and always gives satisfaction.

Premium Store 396 St. Paul St., Montreal, Canada

B. T. BABBITT, INC.
NEW YORK

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

An Ounce of Prevention Is Worth a Pound of Cure

Owners of livestock, whether Horses, Cattle, Sheep, Pigs, Poultry, etc., appreciate this fact and subsequently use a stockfood to keep their animals in good condition.

QUINQUINOL
STOCK FOOD

has won favor wherever it is used. It has been awarded diplomas at big exhibitions and is recommended by the Minister of Agriculture.

Here is Where the Dealer Comes In

Quinquinol Stock Food offers you 50% profit, with no chance of loss whatsoever. We guarantee no loss from sales.

Do you appreciate the trade and profits you can work up among your country patrons by handling this line?

One dealer in each town wanted

QUINQUINOL STOCK FOOD CO.
69 St. Timothee St. Montreal

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited

PORT ELGIN, - Ontario

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

KILLS MOTHS

And Brightens Floors and Rugs Makes Dustless Sweeping

SOCLEAN
GRANULATED DUST COLLECTING SWEEPING COMPOUND FOR SWEEPING DUSTLESSLY
NON-INJURIOUS HYGIENIC & SANITARY
SOCLEAN LIMITED
MANUFACTURERS OF CLEANSERS AND POLISHES
KING ST W TORONTO ONT

For these reasons "Soclean" Sweeping Compound is a re-order producer. See prices to the dealer. Use "Soclean" in your store. It saves a lot of dusting and gives the stock a more attractive appearance. Leaves a pleasant odor.

Sold in barrels for use in stores and other large buildings.

Sell or use "Soclean" now. It will make and save money for you.

PRICES TO DEALER:

25c Pail, 2 doz. in case (4½ lbs.), enlarged size..	$4.50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)......	7.20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)....	6.75

SOCLEAN LIMITED, TORONTO
Ontario

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

Thousands of Women

Parowax
The Imperial Oil Company Limited
Parowax

will soon be "putting up" preserves, fruits and berries. They use

Parowax

(Pure Refined Paraffine)

for sealing jars and glasses. Parowax means a good profit and a quick turnover.

If you are not handling Parowax you are losing a chance for good profits. Write for information to

THE IMPERIAL OIL COMPANY LIMITED
HEAT LIGHT POWER LUBRICATION

The Imperial Oil Co.,
LIMITED

Toronto Winnipeg
Halifax Montreal
Vancuver St. John

EVERY POUND OF ANCHOR BRAND FLOUR

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in **Anchor Brand Flours**, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our **free** 3-lb. samples and then make your purchases.....**merit wins.**

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake, - - Manitoba

GOOD HOT DAYS

suggest to the sweltering public a cooling drink—none is so thirst-quenching or refreshing as

Sterling BRAND

Raspberry Vinegar

It is popular with all classes, because it satisfies the test they put it to.

Get some to-day — it is profitable, seasonable stock.

The T. A. Lytle Co.
LIMITED
Sterling Rd., Toronto

FOR MANY PURPOSES

ST. VINCENT ARROWROOT has a large variety of uses in the household, also in biscuit and confectionery factories, where this wholesome food has been found a very desirable ingredient in biscuits and chocolates. It has been proven that the public favor the products which contain this food.

It makes an ideal breakfast and is the ideal diet for children and adults, and is a boon to the invalid. It also makes a dainty dessert, is healthful and nutritious.

Wherever introduced it has become immediately popular with an ever-widening circle of users. The demand has always exceeded the supply. We are offering enlarged supply to meet the growing demand. There's money in it for the wideawake dealer.

ST. VINCENT ARROWROOT GROWERS' & EXPORTERS' ASSOCIATION

KINGSTOWN,
ST. VINCENT, B.W.I.

"KING OSCAR"

The Hall Mark of Quality in Sardine-dom

"KING OSCAR" SARDINES

KING OSCAR BRAND SARDINES
THE SARDINE THAT MADE STAVANGER FAMOUS

By Royal Permission

You can offer "KING OSCAR" Sardines to your most fastidious patrons without the least misgiving. They are of the highest quality and of uniform size, prepared and packed under the most sanitary conditions, and with the most painstaking care.

KING OSCAR Sardines are packed in the finest quality Olive Oil in solderless cans. Canadian people know these widely advertised sardines as the "Sardines that make Stavanger famous." Take advantage of our wide-spread advertising, and introduce the real sardines of quality in your town.

They will help you win. Ask your wholesalers.

CANADIAN AGENTS

J. W. BICKLE & GREENING
(J. A. Henderson)
HAMILTON, CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
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VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	4.50
Banner Condensed Milk, 4 doz. in case	5.25

J. Malcolm & Son, St. George, Ont.

THE ELGIN
National Coffee Mill

The "Elgin" Mill is easily first favorite with the up-to-date grocer, because it combines easy running and rapid grinding qualities with beauty of appearance and finish. It is very durable and is fitted with a special adjuster for regulating the grinding.

Equipped with the new style force feed steel grinders. Investigate this grinder carefully. Its price is reasonable.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

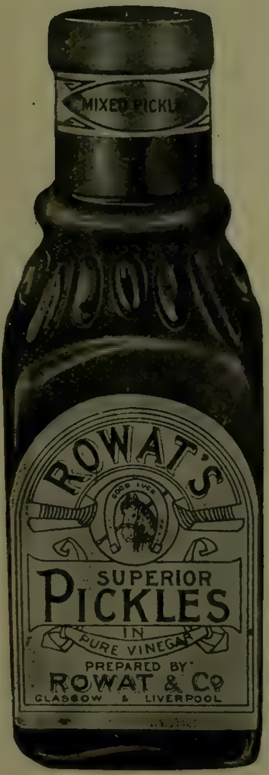
Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

Don't Let Your Pickle Business Lag

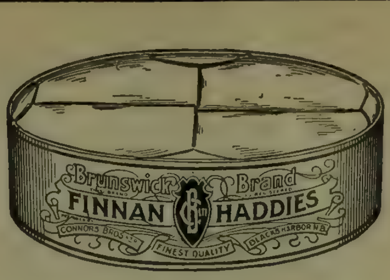
Stock a brand of superb quality —ROWAT'S, the perfect pickles — back them up with your selling powers and your pickle business will forge ahead.



ROWAT & CO.

Glasgow - Scotland

CANADIAN DISTRIBUTORS
Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



BRUNSWICK BRAND

WILL WIN FOR YOU a larger and more profitable fish trade. The high quality of "BRUNSWICK BRAND" SEA FOODS has produced a large trade, which, combined with conscientious business methods, is constantly increasing. When the dealer sells Connors Bros.' Brands he is selling goods that have proven winners with the general public.

Located close to the fishing grounds, we get the pick of the fishermen's catches — the plant is modern and strictly sanitary, and is operated under the most ideal conditions. "BRUNSWICK BRAND" SEA FOODS come perfect to the consumer.

Our Chief Sellers:

¼ Oil Sardines
¾ Mustard Sardines
Finnan Haddies
(oval and round tins)
Kippered Herring
Herring in Tomato Sauce
Clams
Scallops

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

OUR GUARANTEE

If this polish damages your customer's piano, we'll pay for the piano. That's why live Grocers everywhere stock it. It sells, repeats, and brings new faces to a store.

Prestolene

(TRADE MARK)

THE PERFECT POLISH FOR
PIANOS, FURNITURE
AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

Order from your jobber, or The Harry Horne Co., 309 King W., Toronto. Leadlay, Limited, Bannatyne Ave., Winnipeg, Man.
Every package carries above guarantee in detail. Our travellers carry unique propositions.

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO.,
LIMITED
Bristol, England

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53 Highest Awards in Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA

Registered Trade-Mark

Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

When writing advertisers kindly mention having seen the advertisement in this paper

---

You Can't Put the Clock Back

no matter how you try. The hands move on. Just as surely do the sales of Anti-Dust advance, and you should remember that it is now high

"Anti-Dust" Time

Anti-Dust has made a wonderful leap into popularity. Try it on your own floors and you'll realize why.

Our Agents for Ontario:

MacLaren Imperial Cheese Co.
Limited

The Sapho Mfg. Co., Montreal
LIMITED

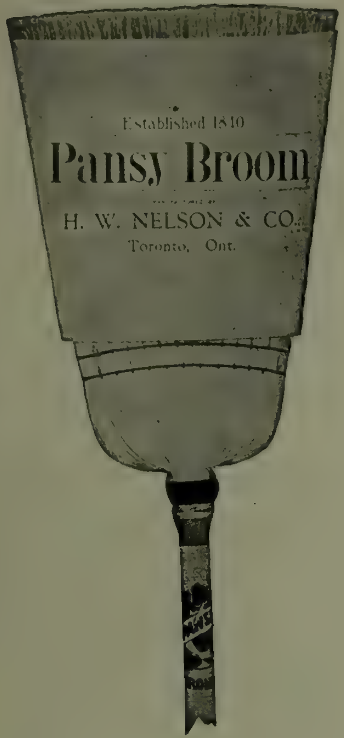
"By Their Works"

Most products are judged by the work they do and the way they do it. Especially is this true in Washing Powders and Soaps.
The non-injurious and yet effective cleansing powers of

"Young-Tom" Washing Powder

makes it "strong" with the housewife and it soon becomes well-known whereever introduced.
Young-Tom Washing Powder as well as other soap products of the Young-Thomas Soap Co., allow the dealer a liberal profit and ensure multiplicity of sales.

Young-Thomas Soap Co., Limited
Regina, Canada



—brooms that last

are the brooms that pay

A cheap broom rarely ever gives satisfaction to the customer or the dealer. If you can get your patrons to pay a little more and take the "Pansy" instead of a cheaper, poorer made broom, you are bidding for her future broom trade.

A satisfied customer is a valuable asset to your business, so it is a good policy for you to push a broom that will give the user daily pleasure.

Write for a sample lot of Pansy brooms. We make all grades of brooms and brushes.

H. W. Nelson & Co.
LIMITED
Toronto Ontario

W
N
S
E
WEST IS A LONG WAY FROM EAST

If You're Shipping

West, freight charges may be troubling you. There is a remedy—Re-ship at Regina. Bulk your consignments together for the long haul to Regina. You save a great deal of money doing this. At Regina we will receive the cars and re-ship the various orders promptly over short, direct routes. As our charges are reasonable, and Regina has roads radiating in every direction, this is eminently practical. If you want to consign a stock of goods to us we have ample storage capacity, and will act as your Western Branch, delivering as goods are ordered.

Write us about your particular needs in this direction.

IT PAYS TO USE THE

REGINA STORAGE AND FORWARDING COMPANY
LIMITED REGINA

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

Technical Book Department

MacLean Publishing Co.
143-149 University Avenue, Toronto

Perfection

(BRAND)

Barbados
Golden
Syrup

The leader in quality
None to equal imported
The purest of the pure

Let Your Better Class Trade Sample It.
One Test Makes Repeats Certain.

ASK YOUR WHOLESALER.

West India Co., Limited
MONTREAL

TAROL

Tar and Cod Liver Oil Syrup

Make money out of colds. The change of clothing between seasons very often results in colds. Get in a stock of the above, which has been proven time and again the most efficacious cure for coughs, colds, etc.

Profit is Large

STEADY BUSINESS SURE BUSINESS

Agents:—

This is another line which your country traveller can carry to advantage.

Dr. Ed. Morin & Co.
Limited
Quebec

ENERGETIC CLERKS

who are willing to work after hours can add substantially to their salary by joining the MacLean Circulation Organization, the largest and most efficient in America.

There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

WRITE FOR PARTICULARS TO

MacLean Publishing Co., 143-149 University Ave., Toronto, Can.

PACKARD'S BLACK "O" Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND

Packard's Black "O"
LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.
MONTREAL

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.
143 University Ave. -:- Toronto, Ont.

What Are You Doing To EARN MORE—— BE MORE

The great body of those holding subordinate positions to-day are using only twenty-five per cent. of their real energy and ability, and a large number of them realize it, but do not understand how to get out of their rut.

Each month, Dr. Marden, the greatest of optimistic writers, contributes to MacLean's Magazine an inspiring, helpful article addressed to just that class of employees, ambitious young men and women workers who are anxious to get ahead, who are determined with all their might to be somebody, to do something, to become exceptional employees. The writer aims to touch the highest springs of such employees' aspirations, and no one, after reading Dr. Marden's articles will fail to put forth fresh and better-directed efforts to forge to the front. Dr. Marden's purpose, however, is by no means to make his readers dissatisfied with their lot, but rather with themselves for not getting more out of the part assigned them in life.

The reading of these articles on success may be the turning point of YOUR life. Send $2.00 to-day to the MacLean Publishing Co., 143-149 University Ave., Toronto, and your subscription for MacLean's Magazine will be immediately entered for one year.

CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

CHINA BUSINESS FOR SALE—REGINA has a population of 40,000, and this store has no opposition whatever. Stock all new within the last year. Owner has larger interests in another city, and finds it inconvenient to look after both. You only get one chance in a lifetime like this, so act promptly. Wire or write, C. T. Woodside, Saskatoon, Sask.

FOR SALE—SUCCESSFUL COMPANY STORE in Hastings County. Reasons for selling explained. $30,000 annual turnover; can be largely increased. Address Box 479, Canadian Grocer, Toronto.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

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CLAIM CLERK, AT PRESENT WITH A grocery house, would entertain similar position with another concern (small house preferred), anywhere in Canada. Thoroughly efficient. Understands freight tariffs, etc., and is first-class correspondent. Address Claims, care of Canadian Grocer, Drawer 849, Vancouver, B.C.

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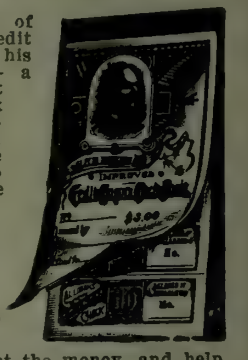

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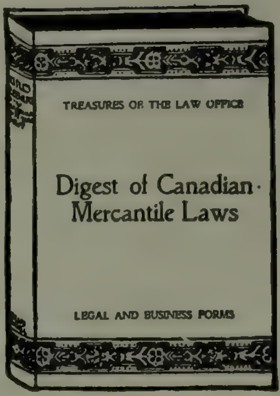
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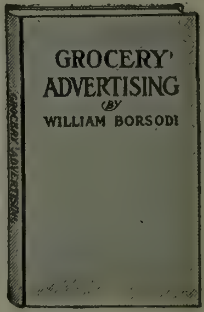
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Representing

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Yokohama, Japan; Kobe, Japan; Shanghai, China; Hankow, China; Taipeh, Formosa; Colombo, Ceylon; Calcutta, India; London, England.

BLACK JACK

QUICK
CLEAN
HANDY

¾-lb. tins—
3 doz. in case

FOR PARLOR STOVES, PIPES AND RANGES
FINEST IN THE WORLD
APPLY EVENLY WITH A DAMP WOOLEN CLOTH.
XXXX
BLACK JACK
BRILLIANT JET BLACK
QUICK CLEAN ODORLESS
PASTE
STOVE POLISH
THE NICKEL PLATE STOVE POLISH COMPANY LTD
WINDSOR, ONTARIO.

TRY IT

SOLD BY ALL JOBBERS

JUST ONE WORD

Will you buy our "PRIMUS" Beans?

CANADIAN BEANS, PACKED IN CANADA

You can buy beans perhaps for less money, You can pay more money, too, You will never get better beans for the money than

"**PRIMUS**" BAKED BEANS, 3s, talls, Plain and Tomato Sauce.
"**PRIMUS**" BAKED BEANS, 2½s, Family, Plain and Tomato Sauce.

Every tin guaranteed. Will keep its flavor for any reasonable time. Just ask our prices.

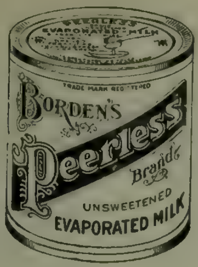
L. CHAPUT, FILS & CIE., LIMITEE, MONTREAL

Distributors

TWO CENTS PER WORD

with a Want Ad. in this paper.
You can talk across the continent for two cents per word

POTATO CROQUETTES



VEAL SOUPS

The Camping and Picnicking Season is the time to put Borden's Milk Products to the front.

The Camper and Picnicker want nutritious foods that take up least room and are always ready and quickly prepared.

Borden's Milk products offer the pleasure-seeker all the advantages and full deliciousness of the fresh fluid milk—the food of foods—in a convenient and compact form. Many delectable dishes can be prepared from these products with little trouble.

Look over the following lines, mark those which you have not in stock and order a supply from your wholesaler.

BORDEN'S EAGLE BRAND
(ORIGINAL)

is the sweetest milk, largely used with coffee, tea or cocoa, also with dishes calling for both milk and sugar.

Peerless, St. Charles, and Jersey Brands are the unsweetened, for cooking purposes, etc.

Reindeer Coffee and Cocoa combined with milk and sugar make excellent drinks by the mere addition of boiling water.

BORDEN MILK CO., LIMITED

"LEADERS OF QUALITY"
MONTREAL
Branch Office: No. 2 Arcade Building, Vancouver

CHOCOLATE LAYER CAKE

RAISED DOUGHNUTS

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE
BRAND
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

Warning!!

We have recently discovered that certain retailers, knowing the good name and sound reputation of the

MAPLE TREE PRODUCERS ASSOCIATION
Limited, Montreal

Manufacturers of and Dealers in Maple Syrup and Maple Sugar

under

"Pride of Canada" Brand

have been deceitful enough to put up for sale maple sugar admittedly adulterated, claiming that it was our product and therefore pure.

We are the pioneers and protectors of the maple industry in Canada, and are determined to put an end to this practice by

PROSECUTING TO THE FULLEST EXTENT OF THE LAW

the next offender. We are on the lookout.

EPPSS PREPARED COCOA (SPECIAL COLONIAL BRAND)
Estd James Epps 1839
Sold in ¼ lb. ½ lb. and 1 lb. Tins
JAMES EPPS & Co. Ltd
48 THREADNEEDLE ST.
WORKS HOLLAND ST. BLACKFRIARS LONDON ENG.
EPPS
SINCE 1839
COCOA & CHOCOLATES
EPPSS PREPARED COCOA (SPECIAL COLONIAL BRAND)

EPPS COCOA

"THE BEST EVER SINCE 1839"

EPPS COCOA IS MADE FROM THE FINEST SELECTED COCOA BEANS AND BY OUR SPECIAL PROCESS THE HIGHLY NUTRITIOUS BUTTER OR OIL CONTAINED IN THE NATURAL COCOA IS MADE SOLUBLE AND EASY FOR DIGESTION.

We have just received a supply of most attractive advertising matter and samples.

Write to-day—for YOUR share.

SAMPLES AND SPECIAL ADVERTISING FREE

JAMES EPPS & CO., Limited, LONDON, ENG.
25 East Front Street Toronto

SEASONABLE SUMMER SELLERS

Picnics and outings will be in order for the next few months. What about your stocks in lines which this season calls for?

We have just placed in stock the following lines which are all trade getters:—

For Sandwiches

Sutton's English Potted Meats in Glass

- Anchovy Paste
- Bloater Paste
- Chicken Paste
- Chicken, Ham and Tongue Paste
- Chicken and Ham Paste
- Lobster Paste
- Salmon Paste
- Sardine and Anchovy Paste
- Shrimp Paste
- Tongue Paste
- Turkey and Tongue Paste
- Wild Duck Paste

The above are regular 25 cent lines; per dozen $1.75. Packed in 1 dozen boxes.

Fenwick, Hendry & Co.

Manufacturing Wholesale Grocers
Kingston, Ontario

John Gray & Co., Limited

Glasgow Scotland

1 lb. Floral Glass

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta, W. H. Dunn, 396 St. Paul Street, Montreal; Toronto, Lind Brokerage Co., 47 Wellington St. East; Ottawa, E. M. Lerner & Sons, 11 York Street; British Columbia and Yukon, Kirkland & Rose, 312 Water Street, Vancouver.

"SIMCOE"
BAKED BEANS

**Plain or with
Chili Sauce**

Clean, hand-picked beans; pure, delicately flavored sauces. Scientifically processed.

A size to suit every requirement.

**1's, 2's, 3's (Family)
and 3's (Tall)**

More beans at a smaller price.

A nourishing meal for an entire family.

Dominion Canners Limited
Hamilton, Canada

A Guarantee of Purity is the E.D.S. Trade Mark

Purity is the argument that carries most weight when selling a line of foodstuffs, and especially is this true in the sale of fruit products. In the respect of purity

E.D.S.
Jams and Jellies

stand alone! They are absolutely pure, in fact much above the Government standard for purity. They contain no coloring, preservative or glucose and carry no excess of water.

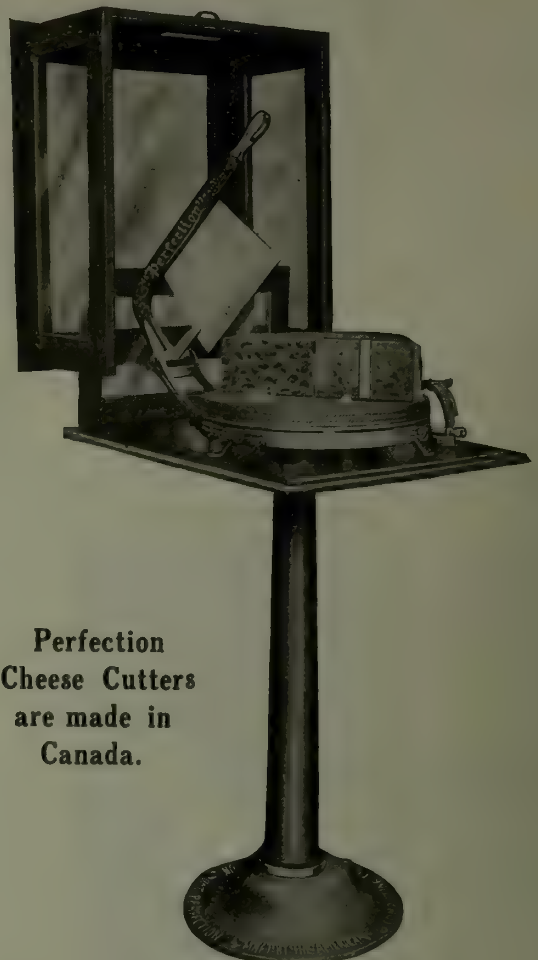
"E.D.S." goods are well known to the consumer by reason of our extensive advertising campaign.

Stock E.D.S. fruit products and drive home the purity argument—the goods will back you up.

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.



Perfection Cheese Cutters are made in Canada.

Consider Your Cheese Sales During Summer

A Perfection Cabinet Cheese Cutter (with or without pedestal) will solve the problem of cheese handling in summer. The cheese cutter and cabinet offer a double protection; the glass plate and knife protect the cut portions and the cabinet protects the entire cheese and cutter from the dust and fly nuisance.

The Perfection Cheese Cutter way is the sanitary and economical method of handling cheese. Perfection Cheese Cutters pay for themselves many times over by accurately cutting every slice of cheese. No overweight or pieces left to dry up and waste.

Write for catalog to-day.

The American Computing Company of Canada

HAMILTON - CANADA

IS THERE MONEY IN IT? AND HOW MUCH?

Two very important questions for you to ask yourself, Mr. Grocer, when giving your order.

There is
MORE
MONEY
in

CLARK'S PORK and BEANS

than in any other brand you handle

BECAUSE

They are absolutely the highest quality.
They give satisfaction to your customers.
They are extensively advertised.
They sell without effort.

THEY HAVE THE REPUTATION.

W. CLARK, Montreal

COWAN'S CAKE ICING

Prepared ready for use. Save the housewife a lot of work, and give better results than any but an expert cook can produce. They are popular wherever known. Make them known among your customers and develop a new and profitable line of trade.

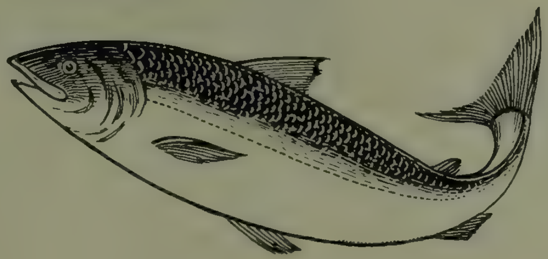
The Cowan Company, Limited

TORONTO **ONTARIO**

SALMON

FINEST BRITISH COLUMBIA

SOVEREIGN **SOCKEYE** **HOLLY LEAF**



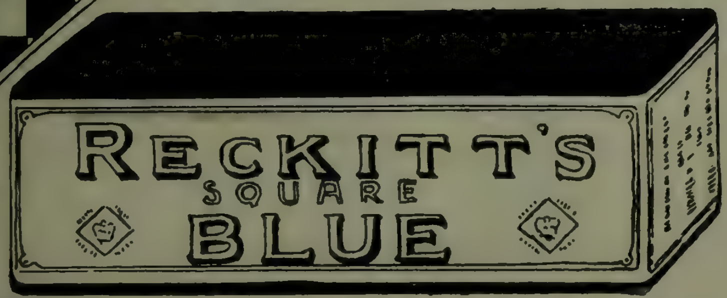
Anglo-B.C. Packing Co., Ltd.

Caught in Salt Water
and Canned Immediately.

H. Bell-Irving & Co., Ltd.
VANCOUVER, B.C.

Quality is Our First
Consideration.

You touch a Woman's Pride



when you sell her Reckitt's Blue. Her pride is snow white linen, in smart appearance, both in dress and table. Her entire satisfaction lies with you—and **Reckitt's Blue**—it's certain to be right!

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
WALKER PATENTED BINS Berlin, Ontario

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

ROYAL SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR, ONTARIO

By Royal Letters Patent.

NELSON'S Crystal Leaf GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

Your Bad Accounts Shrink
Your Bank Account Grows

We want to show you—to prove to you—that we have a system that will positively wipe out a tremendous percentage of those bad outstanding accounts that are a serious drain on your profits. That is all we ask—a chance to *prove* that the

Barr Account Register

will make your bad accounts disappear and will make your bank account grow.

Among your bad accounts there are many that would never have got into the shape they are if you and your customers had been constantly reminded of their growth as each item was added.

The monthly or semi-monthly statement is to blame; it allows the customers to go on accumulating debts they cannot pay, without realizing it. You are too busy with many things about your store to run to your books every time a purchase is made, and figure out just how the account stands; and as a result, you allow your customers to pile up bills they cannot pay.

The Barr Account Register gives your customers an up-to-the-minute statement of the entire account when each purchase is made; and it does this in a most inoffensive way. It tells you just what each customer owes you as each item is added to the bill. There are no daybooks and ledgers, nor monthly statements; all your bookkeeping and statement rendering is done in one writing—when the purchase is made.

Think what a saving of money, of time, of work, this means to you. Give us a chance to demonstrate what a Barr Account Register will do for **your** store.

Fill in and send along the coupon. It won't take a minute to do it, and it will mean a lot to you.

Barr Registers Limited
Trenton, Ontario

Barr Registers Limited, Trenton, Ont. (Can. Groc.)

GENTLEMEN:—

We are open to conviction and will be glad to have you prove to us that a Barr Account Register will do what you claim. This places us under no obligation to buy.

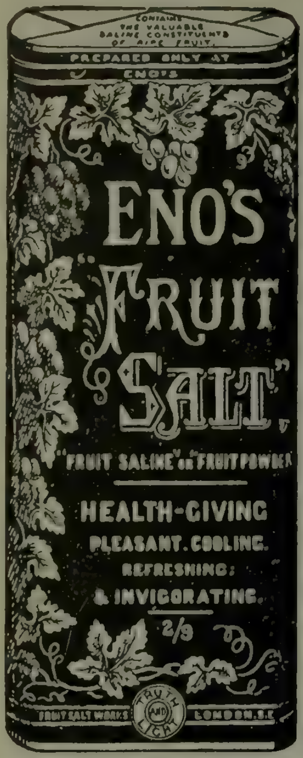
Name ....

Street and Number ....

City.............................. **Province**..............................

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

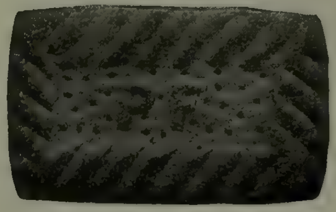
"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

THREE VERY POPULAR BISCUITS

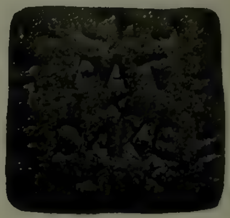


P.F SHORTCAKE

Delicious shortbread biscuits.
About 32 to pound.
About 325,000,000 sold first year.

GOLDEN PUFF

Very light and flaky.
About 42 to pound.



PAT-A-CAKE (reg'd)

Dainty shortbread squares.
About 60 to pound.
Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

An Explanation

To Our Wholesale and Retail Friends:

As we have been unable for the past month to fill our orders for Kellogg's Toasted Corn Flakes with our usual promptness, and as we find that considerable misrepresentation has been indulged in, in the effort to supply substitutes for our Corn Flakes, we feel that an explanation to our friends is in order.

Upon moving to our elegant new factory in May, we had every reason to suppose that we would be able to operate our manufacturing department fully without delay, but owing to our inability to secure delivery of a few very important parts of machinery necessary to the completion of our plant, we were thrown greatly behind in our work.

In addition to this, orders from all parts of the country flowed in on us in a most remarkable manner, and we were literally snowed under, and had to ask the indulgence of our friends everywhere for the time.

Our plant is now running perfectly, and we are turning out double the quantity of our Corn Flakes that we have been able heretofore to do and all orders can now be promptly filled.

The insistent call for supplies from all parts of Canada assures us that our Corn Flakes are in ever-increasing demand, and we will continue to do our utmost to deserve the confidence of our friends by keeping our product up to its highest standard.

Battle Creek Toasted Corn Flake Company, Limited

London **Canada**

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190 / Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-52 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO., LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

Woollard & Starratt, Limited
Manufacturers' Agents, Wholesale Brokers and Importers
Room 200, Bruner Block, First Street West, CALGARY, ALBERTA.
Domestic and Foreign Agencies Solicited

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
.Van Camp Packing Co.
Pork and Beans, Soups and Catsup

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines, Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.
Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St.
Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

853-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS

CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED BRAND STUHR.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO

FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest.
Inland Revenue and Customs Bonds.
Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave , WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

E. O. CORNISH

COMMISSION AGENT

Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

McCANN & LANGFORD

Winch Building Victoria, B.C.

Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push

References: Bradstreets, Royal Bank, Union Bank.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.

Grocery, Confectionery and Tobacco Specialties.
Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

The failure to stock some standard commodity may be the means of a merchant losing trade.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
48 Powders for 25 cents
DIRECTIONS

are recognized everywhere as a specific remedy in all cases of headaches, and they can be recommended by every merchant with perfect safety as an effective remedy. Don't lose trade by allowing your supply to run short.

If you don't know them, try Mathieu's Nervine Powders yourself at our expense as per coupon attached.

For all forms of colds Mathieu's Syrup of Tar and Cod Liver Oil is recognized as a safe and effective cure.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

Tartan BRAND

THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart	Gordon	Highland Lassie.	Rob Roy
A blend of the highest grade to satisfy particular people. Retails at 45c.	A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.	A blend of good Coffees to retail at 35c.	Cheap in price but worthy in quality. To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON, JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

---

Rideau Hall Coffee

PERFECTLY BLENDED AND ROASTED

—the coffee that you need not hesitate to stock and recommend to your best coffee-drinking trade. Put up in one pound and 25c tins only. Rideau Hall Coffee is famous for its delicious flavor resulting from the perfect blending and roasting.

Gorman, Eckert & Co., Ltd.
LONDON, ONTARIO

Western Selling Agents, Mason & Hickey, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.

COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

Yes You Can

You can sell more 40c. tea than you can 30c. tea by just a little extra effort because the better quality will bring your customers back for "more of that good tea." Forty cent tea means **more business, larger profit, better satisfied customers.** No other 40c. tea in Canada compares with 40c. RED ROSE TEA in quality—flavor and strength. It is ALWAYS worth the price.

RED ROSE TEA

"is good tea"

Won Its Favor Without A Flavor

Next to the fact that it is made of the whole wheat and in biscuit form, the strongest talking point about

SHREDDED WHEAT BISCUIT

is the fact that it is not flavored, seasoned, treated nor compounded with anything. It is a natural, elemental food, made in such a way that the consumer may flavor it or season it to suit his own taste. Flavored cereals usually deteriorate in the market. Being made of nothing but the whole wheat grain, nothing added, nothing taken away, Shredded Wheat will keep fresh in any clime for any length of time.

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

Toronto Office
49 Wellington Street E.

(S-91)

---

on the King's table

Cairns' Scotch Jams, Jellies and Marmalades hold this distinctive position by reason of their superior quality and absolute purity.

Your customers will also give Cairns' products a permanent position on their tables if you introduce them to Cairns' pure fruit delicacies.

By Royal Warrants of Appointment to

HIS MAJESTY KING GEORGE V.

HIS MAJESTY THE KING of Spain

HER ROYAL HIGHNESS THE CROWN PRINCESS of SWEDEN

and for 22 years

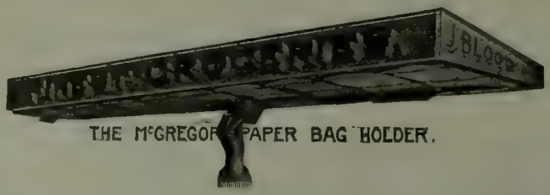
To HER LATE MAJESTY QUEEN VICTORIA.

ALEXANDER CAIRNS & SONS
PAISLEY, SCOTLAND

Canadian Agents:—SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver.

Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS.** Quality and Prices are exceptionally favorable this year.



THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching or any extra trouble whatsoever,** simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Everybody's Using It

Well, that may be an exaggeration, but beyond doubt there are hands out of number cleaned daily with

Gilmour's Antiseptic Hand-Cleaner

Get That Yellow Tin,
Get That Extra Profit,
Get That Extra Trade,
and
Get Them All, Buying It at the Popular Price.

THE GILMOUR CO.,
604 PAPINEAU AVE., MONTREAL

AGENTS:

Watson & Truesdale, Winnipeg; E. O. Cornish, Vancouver, B.C.; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax.

"A pound of your best please."

When a new customer gives an order like that, he is getting ready to judge you by the way you fill it.

If he finds he can depend on you for his coffee you will have his confidence in other things.

Give him our seal Brand Coffee, and he will come back to stay.

CHASE & SANBORN, Montreal

St. Lawrence Granulated

Now packed in three different sizes of grain

RED LABEL	BLUE LABEL	GREEN LABEL
Fine Grain	Medium Sized Grain	Coarse Grain

Have No Hesitation

in recommending to your best customer

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste 'Bluenose' yourself! Then you'll feel more enthusiastic about recommending it.

SOLE PACKERS

SMITH & PROCTOR, - HALIFAX, N.S.

SMITH
AND
PROCTOR
SOLE PACKERS
Halifax, - N.S.

ONE DOZEN SIZE

TWO DOZEN SIZE

MISCOUNTS EITHER WAY COST YOU MONEY

Do You Give 13 Eggs to the Dozen? or 11?

You will probably say "Why no! Of course not!" But—Are you sure? To be certain, use

Star Egg Carriers and Trays

which counts eggs automatically—always the right number—preventing loss and dissatisfied customers. They also eliminate breakage, another foe of EGG PROFITS, and these features soon pay for the installation. Ask your jobber about STAR EGG CARRIERS AND TRAYS, but, still better—ASK A USER.

STAR EGG CARRIER DIVISIONS, renewed occasionally, will make STAR EGG CARRIERS last a lifetime.

IF YOUR JOBBER CANNOT SUPPLY YOU, WE WILL.

Star Egg Carrier and Tray Mfg. Co.
1500 Jay Street, Rochester, N. Y., U. S. A.

Sell your trade

Welch's

Grape Juice

quick sales---nice profits

We always pay more than the market price for grapes. Others take the "run of vineyard," which means the vineyard picked clean. We secure the best of the Chautaugua Concords because we pay for the best and take only grapes of first quality.

Canadian grocers find Welch's Grape Juice a profitable business-builder—there is an ever-increasing tendency on the part of the consumer to buy Welch's by the case.

You can't afford to let your trade go elsewhere—the window and store displays we furnish you free will also attract new customers.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

CHARLES BOND Limited

Manufacturers of Fine Chocolates

BRISTOL,
England.

LONDON,
England.

MELBOURNE,
Australia.

CARSONS LIMITED.

Manufacturers of Highest Grade Chocolates, Pastelles and Cachous

GLASGOW,
Scotland.

SHORTWOOD,
(Gloucester) England.

LONDON,
England.

MELBOURNE,
Australia

Mr. J. P. Wright is in Canada and will advise our friends before calling.

Will Revolutionize Meat Slicing

THE LOWEST PRICED MACHINE MADE

Every grocer, large or small, can now have a meat slicing machine; in fact, none should be without one. It saves time, labor, money—the best investment you can have. The

IMPERIAL Slicing Machine

is the simplest in construction, the lowest in price, neat, easily cleaned, slices uniformly and gives more slices of bacon to the pound. It will do all that the highest-priced machine will do, and more, because it slices the end pieces, is noiseless, slices everything. Send postal to-day and learn the **extremely low price** of this machine.

It is a wonder. Write now to any of the following:

W. G. Craig & Co., Ltd.
CANADIAN AGENTS
KINGSTON, ONT.

Eby-Blain Limited
Toronto, Ont.
Distributors

W. H. Gillard & Co.
Hamilton, Ont.
Distributors

A. M. Smith & Co.
London, Ont.
Distributors

AIM FOR GREATER BUSINESS——

The dealer should aim for greater business to-morrow. On the business done to-day—the quality of the goods sold, the satisfaction given—depends the business of the morrow.

In Jams, Jellies, Marmalades, Maple Syrup, etc., L. & B. Banner Brand will put the business on a sound basis for to-morrow—the quality and price both satisfy.

Lindners Limited
340 Dufferin St., TORONTO
Phone Park 2985

REPRESENTATIVES:
The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal

Western Office at Winnipeg
W. L. McKenzie & Co., Grocery Brokers, Winnipeg, Regina, Calgary and Edmonton.

BANNER L&B BRAND

Imported Biscuits

There are THREE ESSENTIALS in purchasing imported biscuits;—

Quality
Freshness
Service

Our quality is the finest.
Our tins are hermetically sealed.
Our agents are progressive and obliging.

McVitie & Price, Limited
Biscuit Manufacturers
EDINBURGH (SCOTLAND)

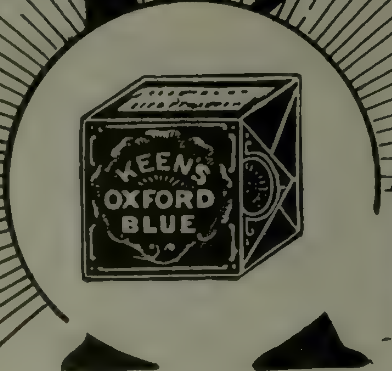
AGENTS:

Manitoba and Saskatchewan.
RICHARDS & BROWN, James Street, WINNIPEG

Alberta
CAMPBELL, WILSON & HORNE, Limited, Calgary, Edmonton and Lethbridge.

British Columbia and Yukon
KELLY, DOUGLAS & CO., Ltd., Water St., VANCOUVER.

KEEN'S OXFORD BLUE



KEEN'S OXFORD BLUE is known and appreciated where the cleanest and whitest washing is done, and is to-day the favorite of the modern housewife, as it was the choice of her parents and grandparents.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

MAGOR, SON & COMPANY, Limited

403 St. Paul Street, Montreal **30 Church Street, Toronto**

Agents for the Dominion of Canada

The Grocer on the 'Phone!

"Corn Starch, Madam — yes — BENSON'S, of course—it certainly is useful for lots of dishes —The Best? It has been the leader for over 50 years ! ! . . .

"STARCH FOR WASH DAY? SILVER GLOSS is the Home Laundering Starch, Madam — yes, it is easily soluble in hot or cold water—it comes in large crystal lumps.

*"I'll send you BENSON'S and SILVER GLOSS, Madam—
Thank you!"*

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver

Celebrating The Anniversary

Interior of the Peachey store in Brantford, Ont., showing exhibits of manufacturers. Note also appearance of the patented pivoted bins.

A Method Used by Brantford, Ont., Grocer to Get New Customers—Co-operates With Manufacturers and Runs a Miniature Pure Food Show—Piano Rented for the Occasion.

This article suggests a means whereby more retailers might take advantage of the anniversaries of the opening of the store. Dry goods and millinery stores have their spring and fall openings, special sales, etc., and why should not the grocery trade do the same? An anniversary of a new store makes a splendid reason for something special from a grocery standpoint. In this case the Brantford grocer got manufacturers to exhibit, provided music for three days and gave the people something worth while coming for. The result is he gets new customers and advertises his store generally, not only in his own district but in other parts of the city as well. The Editor.

With J. Peachey, grocer, Brantford, Ontario, each anniversary of the opening of the new Peachey store is made to serve as a direct advertisement to the business. Located as he is down in the factory district and much removed from the residential and main business sections of the city, it becomes essential to attract attention to his store by every possible means, if he wishes to cater to the up-town trade as well as that of the factory hands living in the district in which he is located. To bring the people down to see his store, then, was the primary reason for which the scheme of celebrating the anniversary was inaugurated.

The above cut shows the Peachey store as it appeared at the last anniversary. Co-operating with the manufacturers, Mr. Peachy arranged for four display booths in which specialty lines of four different manufacturers were shown. These, to begin with, gave the store an attractive, festival appearance. For three days a piano was rented, and the store turned into an assembly and rest room, as well as a display and order taking department. Through the newspapers special announcement was made and a pressing invitation extended to each and everyone to be present.

Creates 'Live Wire' Impression.

"As our anniversary comes towards the end of November," states Mr. Peachey, "and just at a time when people are beginning to look around for some dainty little gift for the Christmas season, we find it an especially good advertisement for our China department. Results are not so marked in the grocery department, but it makes our store better known, gives the impression that we are 'live wires,' always brings in some orders, and makes some customers that we otherwise would not have. Altogether I think it a paying proposition, and one of the best advertisements we could have. Expenses ran heavy, the piano being our biggest drag, but during the three days we more than made up for it through the increased number of sales made."

Big Fruit and Vegetable Trade.

Fresh fruits and vegetables make a big end of the business in the grocery department of the Peachey store. In these only the more staple lines are handled, fancy stuff being left alone altogether. With fruits Mr. Peachey claims the whole secret of success lies in neatness in display and freshness in stocks. The front half of one side of the store, he devotes almost entirely to fruits, and through his window makes a strong bid to passers-by. "To the man who can look after a fruit department properly," he states, "there are good profits, but unless care and good judgment are used, there immediately opens up a splendid opportunity for a heavy and continuous loss."

Mr. Peachey also makes it a point to cater to Old Country folk in his community. Besides handling Canadian jams, etc., he sells Old Country lines, thus ensuring trade from all nationalities.

Handy Systems Used in Grocery Stores

Ideas Adopted With Success by Canadian Retail Grocers—Sales Book Kept by Benson Bros., of Guelph, Ont., Shows Progress of Every Clerk — Methods Adopted to Keep Track of Cost of All Goods Purchased.

The accompanying illustration shows the form of sales book employed by Benson Bros., Guelph, Ont., for keeping track of every sales clerk's sales, both cash and credit, for every day in the year; also by keeping the total cash and credit sales for each day and totalling all columns at the end of each month, not only the total cash or credit sales for the month, but also each clerk's total may be obtained. Mr. Benson claims that this is an especially good system, in that it gives every clerk's total for every day in the year, and from it he can judge the progress of every man in the store.

On a separate total sheet in the back of the book Mr. Benson keeps each month's total, and also each year's total, so that from this he knows the progress of the business through any specified length of time.

SALES BOOK

	Clerk A		Clerk B		Clerk C		Clerk D		Totals	
1913	Cash Sales	Credit Sales	Cash Sales	Credit Sales	Cash Sales	Credit Sales	Cash Sales	Credit Sales	Cash Sales	Credit Sales
Apr. 5	20.17	11.25	14.75	15.00	12.48	9.87	11.90	6.85	102.27	42.97

A good form for keeping track of each clerk's sales for every day in the year.

In the second illustration the form of cost book used by J. R. Pears in the store of Geo. Williams, Guelph, Ont., is shown. In it are entered the article and special brand, if any, the wholesale firm from which the article was bought, the date of purchase, cost in the grocer's private mark, and selling price in quantities and small lots in dollars and cents. All entries are made from invoices, so that every price paid for sugar, for example, is recorded. Instead of stroking out an old price when change is made, Mr. Pears leaves all prices recorded, so that at any time he can make comparisons of various articles at various times of making purchases.

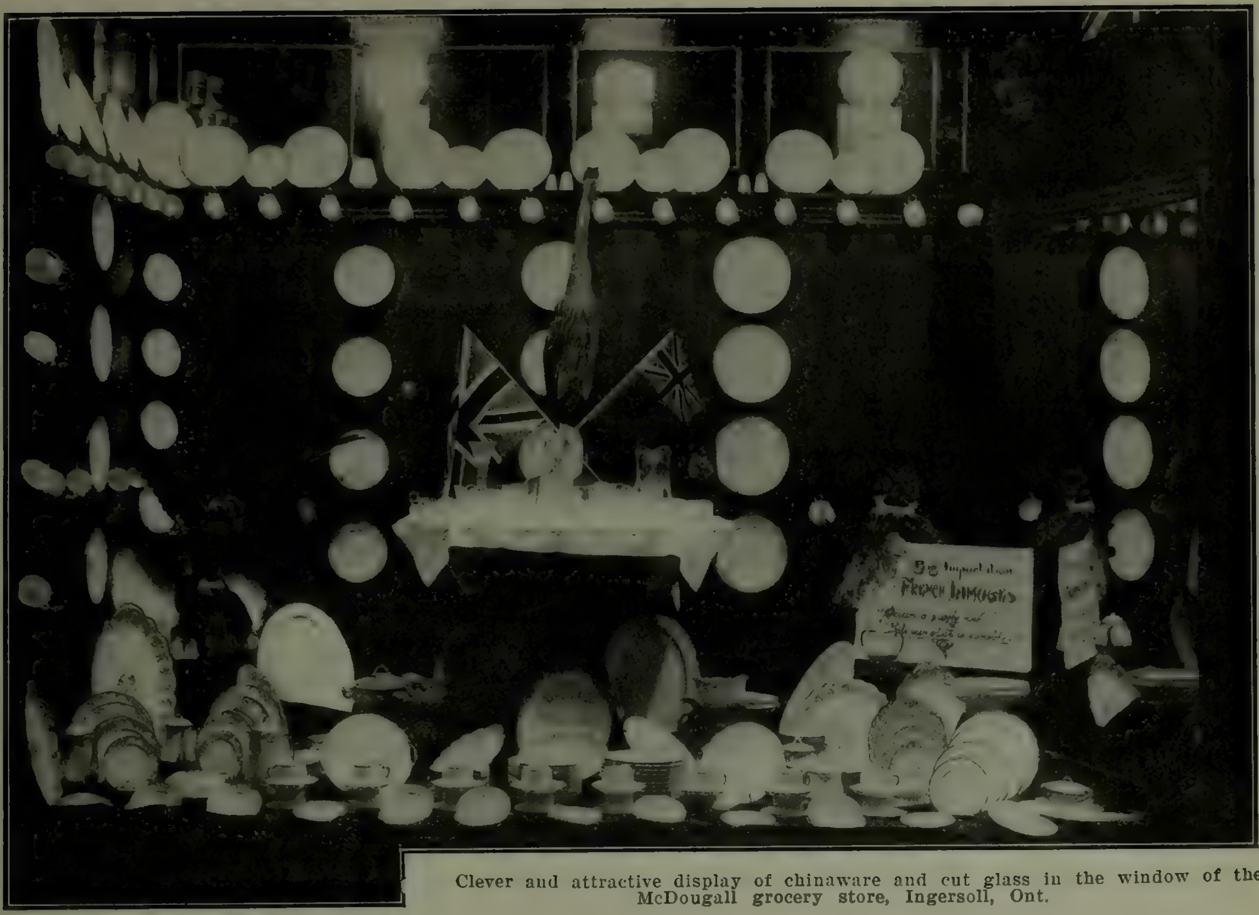
In cases where a number of goods, such as jams, bottled or canned goods, are bought from one firm, Mr. Pears makes a separate sheet for that firm, entering the brand of goods, date of purchase, weight, size and cost in private mark, and the retail price.

This book Mr. Pears considers a very valuable one, as it not only keeps track of all prices paid, but is of great service at stocktaking time, when it comes to entering up the value of the goods in the stock book.

COST BOOK

Name of Article and Brand	Bought From	Date		Cost	Selling Price Per 100 lbs.	S. Price Per lb,
Blank Sugar	Smith Wholesale Co.	Apr. 2	1913	L. B. D.	$5 00	5½c.

Form of cost book employed in the Geo. Williams store, Guelph, Ont.



Clever and attractive display of chinaware and cut glass in the window of the McDougall grocery store, Ingersoll, Ont.

Result-Getting China and Cut Glass Trim

Artist Transforms Window Into a Room and Shows the Goods on Plate Railing, Panels, Table, etc.—Two Expensive Sets Sold—Proved to be Good Advertisement.

Written by Bruce McDougall for Canadian Grocer.

On looking at this china and cut-glass window display, you will observe the general plan to be that of the interior of a room. At night the effect was much better than during the day. There is a mirror on the right, and with the lights turned on two rooms presented themselves to the onlooker.

Recently I built a background to our window, which, in my estimation, has improved it considerably. It occasioned a lot of extra work, but I think it not only improves the appearance of the window, but sets off the display to better advantage. The plate railing along the back and left hand side seems appropriate for showing dishes, and it may also be used for displaying other lines. The glass at the top lets sufficient light into the store to overcome any darkness that might be caused by the window background.

Some time ago a clerk in a Bowmanville, Ont., store asked Canadian Grocer to reproduce a china window display. Herewith is a splendid selling trim made by Bruce McDougall, of Ingersoll, Ont. It has produced good returns on the investment and ought to do the same for others. — The Editor.

Sold Some Expensive Sets.

This window, I might say, has been a splendid seller. I have taken an order for the elite Limoge china and another for the white and gold pattern, and several people have been inquiring for the cut-glass. As the expensive sets run upwards to $75, it will be seen the display was a profitable one.

The retail dealer should, of course, not overlook the permanent advertising value of good window displays. There are people passing all the time, and attractive trims are sure to have a favorable effect upon them. They may not be desirous of buying at the time, but if they are not customers you have the chance of getting them into the store later on, because they have seen these goods in your window.

Good Advertising Secured.

While the above display was on several people called to tender their congratulations, all of which means that they are going to advertise our store, more or less. Good window displays keep you before the eyes of the public, and the more advertising you do in this way the better will be the returns.

The putting in of this china window meant an outlay of some $7, but as the returns were good, the expense really has been a gilt-edged investment.

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng.

OFFICES:

CANADA—
Montreal—Rooms 701-702 Eastern Townships Bank Building, Telephone Main 1255. O. S. Johnston
Toronto—143-149 University Ave. Telephone Main 7324.
Winnipeg—34 Royal Bank Building. Phone Garry 2313.
Vancouver, B.C.—2649 Third Ave. West, H. Hodgson.

UNITED STATES—
New York—R. B. Huestis, 115 Broadway, New York, Telephone 8971 Rector
Chicago—A. H. Byrne, 140 South Dearborn Street. Phone Rand 3234.

GREAT BRITAIN—
London—88 Fleet St., E.C. Telephone Central 12960. E. J. Dodd

Subscription: Canada, $2.00; United States, $2.50; Great Britain and Colonies, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY.

TORONTO, JUNE 20, 1913

FRUIT CROP PROSPECTS.

Unless the strawberry sections are visited by frequent showers during the next few weeks the crop is not going to show up to advantage. Present reports to The Canadian Grocer indicate that a shortage is to be expected, but, as one large preserving firm stated, there is just as much reason to expect showery weather as hot, dry weather. If the former comes, the estimated shortage may disappear. There is little doubt, however, that the crop will not be above normal, owing to light acreage and the fact that frosts have during the last month did considerable damage to blossoms in different places.

Raspberries so far promise to be a fairly heavy crop. Peaches, plums and cherries also look well and bid fair to be normal. One firm stated to The Grocer that apart from strawberries buyers would not likely have any reason to complain of prices this year.

The outlook in Eastern Ontario is more favorable than a year ago. Indications point to a large pack of peas should the fields be visited by a few more showers. Reports to one canning firm stated that corn in some cases was rotting in the ground, but wherever this was met with, advice was given to replant.

On the whole, therefore, prospects are quite bright.

GENERAL TRADE CONDITIONS.

Business generally speaking, is fair in grocery circles, but leaning a little to the quiet side. The trade report collections a shade harder to get than usual and attribute this partly to over-investing in real estate.

Large retailers interviewed during week say that the retail trade is not buying as freely as during other years from wholesalers because of being overstocked in many lines. They are making a strong effort to get rid of surplus stock, these including particularly canned fruits, vegetables and salmon. Many are jobbing out their stocks at practically cost prices.

The week has seen advances in flour and rolled oats, due to conditions in the raw market and export trade. General grocery markets are quiet and about same as week ago with a greater call for sugar as preserving season approaches.

Crops are in a splendid condition so far both east and west and with favorable weather promise fair to be normal or above.

WHERE SUBSTITUTION IS DISHONEST.

If a merchant is asked for a particular brand of sugar, maple syrup or meat extract and hands out a different brand without informing the buyer that he is doing so, he is committing an illegal offence and at same time acts in a most dishonest manner.

Every dealer will agree that the customer is entitled to know what she is buying. If she asks for Jones' maple syrup or sugar and the dealer hasn't got it in stock, he could scarcely be called an honest merchant if he sold her something else without telling her so, even should he know it were just as good. He would not, of course, be considered a good salesman if he did not attempt to sell something else providing he knew that it's quality was as good or better. It is his own store and the goods are his. Therefore as long as he does not sacrifice quality, he has a perfect right to make a sale if he makes known his motive to the customer. If he errs, the consequences are his.

But otherwise the sale would be illegal in the eyes of the law and the seller would be considered dishonest by any tribunal of retailers themselves.

A WINDOW THAT DREW CROWDS.

Some cats are no respecters of man's ideas of sanitation and others are. This story is about one that is not. It is related by a traveler, the particular incident coming within his observation on a recent trip.

He was on a street car at the time and noticing a large crowd around a grocery window, naturally got off to see what it was all about. There was a fine display of cereals, the object being to show the desirability of buying bulk goods in preference to those in the package. On one side were packages of rolled oats and cereals, with a list printed showing the weight of package and the prices, and on the other barrels of rolled oats, rolled wheat, etc. The rolled oat barrel was tipped so that the goods were allowed to run over on the floor. This was all very well, but the trouble was that an old cat had found its way into the window and had made a snug bed in the rolled oats.

The traveler later called on the merchant when there ensued one of those frequent little controversies on bulk and branded goods. The cat was still sleeping in the rolled oats, and when the dealer's attention was directed to it, one could easily understand that there was trouble ahead for that cat.

The results from that window were diametrically opposite to what had been anticipated.

GROCERY INVOICE OF 1876.

That prices of many staples have shown great reductions in Canada during the past thirty-seven years is demonstrated by a representative invoice received from a wholesale grocer by a retailer in 1876. This invoice is in the possession of J. C. Sullivan, a Peterboro', Ont., dealer, who showed it to a Canadian Grocer representative recently.

For granulated sugar, Mr. Sullivan paid 8⅝ cents per pound. This has been reduced almost half. P Yellow sugar was 6½c, with 25 cents extra for the barrel. For 1 bbl. of B Yellow he paid 7¼c, and for No. 8 Yellow 7⅞c.

The invoice also includes a chest of Young Hyson tea at 70c per lb.; a box of corn starch at 9½c.; a half chest

Japan tea at 50c. For a box of currants he paid 7c—somewhere around price to-day.

A relic of olden times is shown by the inclusion of a box of candles in the invoice. Grocers, too, in those days evidently sold considerable hair oil, as the old piece of paper shows that Mr. Sullivan purchased 3 dozen bottles.

One of the outstanding differences between the conducting of a grocery business forty years ago and to-day, is the increasing tendency to sell goods in package form.

❖

ANOTHER CO-OPERATIVE BILL.

Still another bill has been introduced into the House of Commons in aid of co-operative societies. This is known as The Co-operative Credit Societies Act, the father of it being Arthur Meighen, a Western Canada member.

Under this proposed act, societies may be incorporated, with not less than seven incorporators, for the object or purpose of receiving moneys on deposit from members and the making of loans to members with or without security. The notice of the bill and explanations cover 23 pages of parliamentary paper and of course is couched in language of the law books.

The retail trade should at once begin a campaign against the principle of this bill. There is no need of it. Co-operative societies are nothing but joint stock companies, and they should naturally come under the act relating to such. Why should any limited liability concern without paying a government fee and without coming under the same rules that apply to companies incorporated under the Joint Stock Companies' Act, get special privileges from the government?

Most of these co-operative society bills have been alleged to have been called for by the working men. It is safe to say that there has never yet been a body of seven working men in one community who desired at one time to have such a society, before some "promoter" had worked them up into the feeling that retail merchants were charging excessive prices. It's the "promoters" who are anxious to secure special privileges, not the people.

Let Western merchants at once get after Mr. Meighen by letter or wire and determine why this special legislation is required. Let Eastern merchants see their own representatives immediately.

As joint stock companies, co-operative societies should, justly be subject to the provision of the Joint Stock Companies' Act; they should pay their just incorporation fee and they should be compelled to make the necessary reports to the government.

❖

EGGS BY WEIGHT COMING.

With new methods and reforms coming thick and fast upon us, it does not appear to be long before practically all goods will be sold by weight in the grocery store. There is now an agitation to place the selling of eggs on a weight basis and if one looks into the matter, he will readily observe the justice of the proposal. Eggs vary a great deal in size and it is not fair that the producer who brings to market small eggs or eggs of mixed sizes, should get the same price as the man who sells only large-sized eggs.

Again, if a woman comes to the store to buy eggs,—and she is allowed to have her choice from the basket—she naturally selects the largest ones. The result is the last purchaser gets the small eggs and has to pay just as much for them. This may not, of course, be the prevailing method in all stores, but it is in a great many and everyone will agree that it is unfair.

Changing from count to weight cannot be accomplished in a day. It is all a matter of custom and the people must be educated up to it. But eggs by weight is a natural sequence to the present change in the system of buying and selling this commodity. Whereas now it is only occasional in a few years time it will be general.

❖

OUR IMMENSE IMPORTS.

The stupendous volume of our yearly imports is not readily conceived by the ordinary retailer. Looking at his own shelves does the retailer ever wonder where those goods originate?

It is wonderful how much of our groceries are imported. In this connection the following statistics will give an idea of the importance of our import trade: During the year 1912, the total imports of all classes of merchandise were over $509,000,000. Of this huge sum, $52,879,248 were groceries, including ales and spirits; the latter totalling some $40,000. In analyzing the total imports we find the following interesting features:

The imports of confectionery, including molasses, totalled $1,778,508, of which amount $1,362,002 worth came from Great Britain. The imports of cocoa and chocolate totalled $1,088,279. Soap represented $1,027,360; coffee and chicory totalled $2,009,302. The imports of canned fruits, jams and fish were $3,514,293, while dried fruits and nuts were $4,312,880. Fresh fruit imports were $3,965,931.

❖

EDITORIAL NOTES.

Contrary to the general operation of affairs, this hot weather makes butter run.

* * *

Why shouldn't grocery store anniversaries be celebrated as well as grocer's wedding anniversaries?

* * *

These grocers who handle chinaware and cut glass should keep an ear to the ground for the tinkle of wedding bells.

* * *

"A pound of eggs" sounds peculiar now; so once did "a package of tea." But time and custom change the order of things rapidly.

* * *

By demanding a warranty from the manufacturer that the pepper is pure, no grocer need fear a fine for selling the adulterated stuff.

* * *

Some of us are 'awful fond' of bills of various kinds, but we draw the line at that hardy annual prefixed by the name 'co-operative.'

* * *

Care must be exercised in hot weather to see that provisions are properly handled. One ingenious dealer makes a provision display every dull day.

* * *

Parcel Post legislation has run a long race. It is now on the last lap but not as originally drafted. Had it not been for the objections of the retail trade for years, we would have had the flat rate system long ago.

* * *

In 1876 sugar and tea were almost twice as dear as to-day. Those of us with a sweet tooth and who are lovers of a cup of good tea, ought to be thankful we didn't live all our lives forty years ago.

STORE KINKS

Ideas Helping to Build Up Business. *Time Savers and Good Money Makers.*

CIRCULAR REVOLVING SHELVES.

In the store of J. Forde & Co., Brantford, Ont., revolving round shelves, as shown in the accompanying illustration, are used in some parts of the store in place of the regular wall shelving. Each shelf is about 12 inches in diameter and fitted on the central pole, resting either on a shoulder or on a pin through the pole. Where a pin is used, holes are bored at various places in the pole so that shelves may be moved to suit the height of goods placed on display.

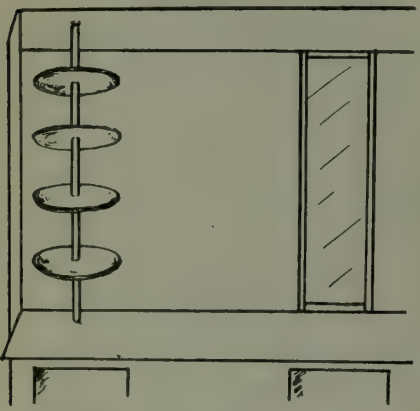


Illustration showing the construction of circular revolving shelves.

Speaking of this style of shelving for display purposes, W. H. Forde, manager of the business, states: "For bottled goods it is particularly attractive, and in my opinion shows up goods better than the straight shelving. As they have been in use for about thirty-five years we at least appear to be well satisfied with them. Regarding quantity, they display as many if not more goods than the common shelving, and through being something rather out of the ordinary are especially attractive."

* * *

PLANNING BUYERS' WEEK.

Merchants in St. John, N.B., are planning on holding what will be known as "buyers' or shoppers' week." Nothing has yet been definitely decided, but the matter will probably be taken up by the board of trade, and details worked out by a committee from that body. The plan has met with much enthusiasm among the merchants, who are willing to lend whatever assistance is necessary to the project, as they expect a great many from out of town as patrons. Attractive amusements would be arranged especially for the week.

* * *

A CLEVER DISPLAY.

Fraser, Viger & Co., Montreal, recently showed a unique display in their St. James Street store. At the back of the window was a very large hand-painted view of Montreal, showing all the outlying districts. This picture was a real work of art and was gotten up by a real estate firm to aid in selling suburban lots. It was adapted to featuring Fraser, Viger's delivery service by the use of a neatly lettered card worded "Every human habitation shown above is served by Fraser, Viger & Co.'s delivery system." Crowds were attracted by the picture.

* * *

DOLLAR DAY TO DRAW TRADE.

Co-operation between the merchants of Chatham, Ont., and a leading fraternal society was the method employed to draw business to that city one day recently. Arrangements were made to provide a program of sports that would serve to draw people to the city. The program was provided by the fraternal society while the merchants did their part by advertising special Dollar Bargains for the day. This Dollar Day idea was advertised well in advance, through the local papers and otherwise, and practically all the leading merchants featured Dollar Bargains in their Friday advertising.

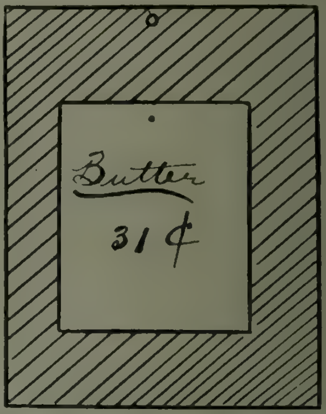
* * *

TO HAVE A SHOPPING WEEK.

Merchants on Wellington St., Ottawa, Ont., are holding a special shopping week this month. Decorations will be put up in the streets and stores to attract the people. It is anticipated that this will be a good time to get the farmers in as it is a between season with them. Among the grocers interested in the plan are R. E. Powell, Goodall Bros. and Kennedy & Co., all of whom will decorate ther stores and agree to refund fares to outside buyers on certain conditions.

USES BULLETIN BOARD.

The Colonial Grocery Co., Bleury street, Montreal, have a unique method of attracting the customer's attention to the "Special" that is on sale for each day. At the store entrance they have placed a neat bulletin board on which is displayed a hand written card listing the article on which the special price is given. Thus they concentrate the customer's attention when entering the store on this space and the message it carries is driven home very forcibly. As Bleury street is one of the main streets of Montreal this wide-awake store receives a lot of advertising at very little cost. The bulletin is about 2½ feet by 3½ feet.



Ticket with special for the day is attached to centre of bulletin board.

* * *

KEEPING FLIES FROM WINDOWS.

In the summer a few flies are almost sure to find their way into the most careful of stores. It is then that the window displays should be intently watched, as the window is about the first place a fly makes for if pursued.

The F. McDougall store, Ingersoll, Ont., have put an effective check on the fly nuisance in the window. Recently Bruce McDougall, the trimmer, built up a background to the window to change the style of displays and when the hot weather came, all that was necessary was to run a piece of cheese cloth netting from the top of the background to the ceiling. By this simple operation, he can dress his window with any goods he wishes during the summer months, and will not be troubled with flies.

Using Newspaper to Get Camp Goods Trade

The Stronger the Invitation the More Goods Will be Sold—Copy That Gets Best Results Must Have Appropriate Heading and Strong Follow Up Introduction—One Suggestion For a Camp Goods Ad.

Trade naturally comes to the store that gives it the strongest invitation. In other words, the most effective advertising brings the greatest number of purchasing customers. Advertising here is used in its broadest sense, including every "drawing card" from the personality of the dealer up to newspaper copy.

With the hot weather with us again, there has opened up the camping season in dead earnest. Schools in the cities have been or will soon be closed, and families are migrating to the resorts. Now is the psychological moment to get after the trade of these people. That this trade is large in every city those grocers who go after it already know.

Enlisting Newspaper Aid.

In addition to the window display of camp goods, strong, well-written copy in the newspaper will bring business. Care of course must be exercised in writing the advertisements. Attention must be given to the heading, the introduction and the listing of the various lines. The public want informative ads., not simply "loud" displays of black type. Good advertising does not consist of simply naming goods with a signature at the bottom. It must include reasons and suggestions why the goods listed should be bought by the reader, and the stronger the reasons the more effective the advertisement.

Herewith is presented one sample of a camp goods newspaper advertisement for a city or town store, as suggested by an ad-writing critic: Note the heading. This should be catchy enough to attract the eye of any prospective camper. The introduction most likely would hold his attention, and the listing of the goods in a newsy style seems to be attractive enough to produce the necessary results.

Appetizing Eatables for Camper or Picnicker

When you go camping or picnicking you know you always like to have plenty of good wholesome things to eat that are easily served. Come in and let us show you an array that will give you entire satisfaction. Note this partial list:

PRESERVED FRUITS.

Any fruit you like put up in glass jars—Strawberry, Raspberry, Peach, Plum, Cherry, etc., all guaranteed pure and sound,
Per jar .... 20 to 30c

MEATS IN GLASS.

A delicacy that everybody enjoys. Bacon, tongue, beef, potted ham and bloater, shrimp, game, etc., packed neatly in handy flat glass jars. See our prices.

Canned and Package Goods

Goods put up in cans and packages by reputable firms have solved satisfactorily most of the camping difficulties. Choose from this list: Condensed milk, concentrated coffee, tea in packages, breakfast foods, all kinds of canned vegetables, fruits and soups, concentrated soups, canned salmon, herring and sardines, etc. You will also need biscuits, sugar, confectionery, lemon, lime, and grape juice.

Goods Packed Free With Orders Above $2.

The Henry Roe Grocery

150 Main Street **Phone 75**

A suggestion for a camp goods newspaper advertisement.

Using a Suggestion List.

For the merchant who operates a summer resort store in cottage and camping districts where no newspaper is available an effective means of acquainting the resort population with the goods carried would be to list them, one below another, on a card or in a circular. If run in alphabetical order the list would be more easily read. A formidable one could be presented. Under the heading: "A Reminder"—"some suggestions for the woman who looks after the table," the following list of goods might be used: Apples, canned; almonds, shelled; apricots, dried; beans, bacon, beets, canned; biscuits, breakfast foods, bananas, butter, buckwheat flour, cheese, coffee, currants, corn, canned; cornmeal, corn starch, corn syrup, cherries, preserved, carrots, canned; chicken, canned; confectionery, dates, eggs, extracts, flour, flakes, figs, ginger, ham, cooked; horseradish, jelly powder, jams, kippered herring, lard, lemons, lime juice, marmalade, orange and grapefruit, molasses, maple syrup, milk, condensed and evaporated; meats in glass and tins; meat sauces, oranges, oatmeal, peas, canned; peaches, canned and in glass; pork, potatoes, pork and beans, pickles, pepper, pineapple, canned; plums, canned; raisins, raspberries, canned; rolled oats, rice, sago, sugar, spices, strawberries, canned; salmon, canned; soups, condensed and canned; soft drinks, salad dressing, salt, soap, tea, tapioca, tomatoes, canned; vinegar.

Together with the above list there ought to be a paragraph relating to the store service and quality of the goods.

The Clerks' Page

By the Cub Reporter

MANY CLERKS JOIN.

One hundred and sixty-nine clerks joined the Vancouver, B.C. Retail Employees' Association at a meeting held recently. The organization is working hard for a weekly half-holiday.

* * *

THE MAKING OF CHANGE.

The matter of making change is an important one from the clerk's standpoint so that the following from a clerk in a Toronto store will prove interesting:

"When making a cash sale and a bill is tendered and change is necessary, the clerk should always mention the size of bill to the customer, saying $1, $2, or $5—whatever the case may be. On returning change it should be counted into the customer's hand, starting at the amount of purchase; there are a great many benefits in this custom for both clerk and customer. A clerk, in taking an order from a customer, to be delivered, should call back each article as written down—the quality and amount. If there are different brands, like soap canned goods, etc., it is policy to mark plainly. You may not fill the order yourself and even if you do, it is poor policy to trust your memory when not necessary and you are likely to be very busy."

* * *

KEEP ABREAST OF THE TIMES.

The other day a grocer who has been in the trade for years, was telling the Cub Reporter about business methods of 40 years ago. One of the things he had to do then as a clerk was to dig out yellow sugar from a hogshead with a crow-bar. Syrup and molasses, too, always came in barrels and whenever a pint or so of molasses was required, it usually took from 10 minutes to an hour or two—according to the weather—to fill it.

To-day, clerks do not have many of the difficulties of 40 years ago. This is particularly true of the young man who can sell goods, attract and hold trade. His time is considered to be too valuable to spend anywhere but behind the counter. Muscle was a big feature then, whereas to-day, ability to create sales counts most. The clerk of to-day studies the conservation of motion—the serving of the greatest number of customers in the minimum period of time with the least number of movements. Verily, the times are changing and woe to the young man who does not keep abreast of them!

* * *

HOW GINGER IS PREPARED.

The Cub Reporter.—We sell Chinese preserved ginger. I have often thought I should like to know how this is prepared. Can you tell me?

Vancouver, B.C. INQUIRER.

In China, the young green tubers, or "hands" of the plant, are first scalded and then washed in cold water and peeled. They are next covered with a weak syrup (say 1 pound sugar in six pints of water for 12 pounds of ginger) and left for two days. The syrup is then poured off and replaced by stronger syrup, and this is repeated two or three times until the syrup is made very thick (say 12 pounds of sugar in 12 pints of water, boiled and stirred till of the consistency of virgin honey), and the ginger swollen, bright, and nearly transparent. The pieces of ginger thus charged with syrup, are then packed in jars or glass bottles as close as possible, and these are next filled up to the very top with more thick syrup, so as to leave no room for air. The bottles are finally corked and the jars made air-tight by pasting lids and parchment over them. The removed syrups are not lost, but fermented into a pleasant and popular beverage known as "cool drink," very agreeable in hot countries. The preserved ginger is of bright yellow color, almost transparent, consisting of the young and tender tubers only.

OBSERVATIONS OF THE CUB REPORTER.

Failure is only for those who think failure.

The coming man meets more people than the one who is going.

The only way to keep from worrying about overwork is to work harder.

When in doubt, read a chapter from the essay on Silence and then say it to yourself.

"Did you ever sit by the country roadside and watch the snails go whizzing by?"—a question asked by the laziest man on earth. Don't emulate his characteristics.

FRUIT IMPORTS FROM U. S.

W. H. Murray, representing the California Fruit Grower, San Francisco, Cal., was in Toronto and Hamilton this week. Mr. Murray states that in 1912 the United States exported to Canada no less than $9,000,000 of fruits and nuts. In the month of April last the exports from California to Canada alone by sea and rail included the following: Dried apples, 37,500 lbs.; dried apricots, 53,250 lbs.; lemons, 1,923 boxes; dried peaches, 124,275 lbs.; prunes, 37,000 lbs; canned fruits, $16,374 worth; canned vegetables, $2,633 worth, and lima beans 41,820 lbs.

EXPRESSIONS OF APPRECIATION.

June 12, 1913.

The Canadian Grocer,

Gentlemen,—Enclosed please find $2.00 for remitting above, and must say that I look forward with pleasure for every issue of the Canadian Grocer, which has been most instructive to me.

Yours truly,
A. E. HURD,
Ayer's Cliff, Que.

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382 College St.,
Toronto, June 9, 1913.

MacLean Pub. Co.

Dear Sir,—Just a line to thank you for your assistance in my recent request, also the past favors in which you have helped me a whole lot. In fact, it would be next to an impossibility to get along without the valuable Canadian Grocer.

Enclosed find cheque for payment to March, 1915, and oblige.

FRED. L. GILES.

Where Weekly Half-Holidays Are Observed

Centres in Ontario With Populations of 1,000 or More in Which Merchants Close For Half-day During the Week—A List Valuable to Traveling Salesmen —The Idea Growing Rapidly.

Below will be found a list of the majority of cities, towns and centres with populations above 1,000, where merchants recognize or otherwise a half holiday during the summer months. This list can be relied on as being correct, as this paper secured the information first hand from the clerks of the various municipalities:—

Arnprior—No half holiday.

Barrie—Wednesday afternoon; July and August.

Berlin—Wednesday afternoon; June, July and August.

Blind River—No half holiday.

Brampton—No half holiday.

Brantford—Wednesday afternoon.

Brockville — Wednesday afternoon; July and August.

Bowmanville—Wednesday afternoon; June, July and August.

Bracebridge—No half holiday.

Carleton Place—No half holiday. Close at 6 p.m. Monday, Wednesday and Friday.

Chesley—No half holiday.

Cochrane—No half holiday.

Cobalt—No half holiday.

Collingwood—No half holiday.

Cobourg—No half holiday as yet.

Cornwall—No half holiday.

Dundas—Wednesday afternoon; June, July, August and September.

Deseronto — Wednesday afternoon; July and August.

Fort William—Wednesday afternoon; June, July and August.

Fort Frances—No half holiday.

Gananoque — Wednesday afternoon, June 18 to August 27.

Goderich — Wednesday afternoon; June, July and August.

Galt—Nothing decided yet.

Gravenhurst—Tourist town; no half holiday in summer.

Guelph—Thursday afternoon; July and August.

Hamilton—Wednesday afternoon during summer months.

Hawkesbury—No half holiday; early closing at 7, Tuesdays and Thursdays.

Harrow—Thursday afternoon; June, July and August.

Haileybury—No half holiday.

Hespeler — Wednesday afternoon; June 1 to September 17 inclusive.

Travelers throughout Ontario will find the accompanying list of value in arranging their weekly trips during the summer months. It will be observed that Wednesday and Thursday afternoons have been most selected with Wednesday far in advance as favorite. It will be seen from this that the weekly half-holiday is rapidly growing in favor.

London—Wednesday afternoon during summer months.

Merlin — Friday afternoon; June, July and August .

New Liskeard—Wednesday afternoon; July and August.

Napanee—Close Wednesday afternoon during July and August.

Kenora—Wednesday afternoon; June, July and August.

Kincardine—No half holiday.

Listowel—No half holiday; early closing at 6 o'clock except Tuesdays and Saturdays.

North Bay—Close every Wednesday at 1 o'clock during summer months.

Ottawa—Most of merchants close Saturday afternoons, but on no other day.

Orangeville—Close Wednesday afternoon during July and August.

Otterville—No half holiday.

Paris—Close Wednesday afternoon during July and August.

Port Elgin—Close every Thursday afternoon during June, July and August; also every evening at 6 o'clock, except Wednesdays and Saturdays.

Peterborough—Close Thursday afternoon during July and August.

Prescott—No half holiday observed.

Preston—No half holiday observed.

Picton—Close Thursday afternoon during July and August.

Renfrew—No half holiday.

Rockland—No half holiday. Stores close at six o'clock Tuesday and Friday of each week.

Simcoe—Close Thursday afternoon during July and August.

St. Thomas — Merchants generally close Wednesday afternoon during July and August. Grocers close same afternoon in June, July, August, September.

St. Catharines—Close Wednesday afternoon during June, July and August.

Sarnia—No half holiday observed.

Sudbury—No half holiday. Stores close 6 p.m., except Saturday, from May 1 to September 1, and 8 p.m. balance of year.

Tillbury—Thursday afternoon; June, July and August.

Teeswater—No half holiday observed.

Tavistock—No half holiday.

Toronto — Grocers generally close Wednesday afternoons.

Thorold—Wednesday afternoon; grocers and barbers.

Windsor—Retail grocers close Thursday afternoon during summer months.

Wapella, Sask.—Thursday afternoon during summer months.

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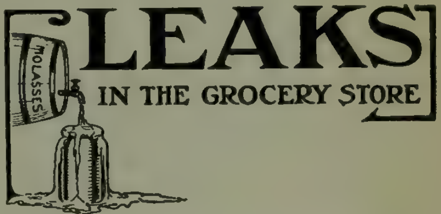


COUNTING INCOMING GOODS.

The importance of counting or weighing everything that comes into the store ought to be realized by every dealer.

Not long ago when the writer was in a retail store, a market gardener stopped at the door with a partial load of rhubarb. He wanted the dealer to purchase what he had left and finally when the price had been satisfactorily arranged he decided to do so. The gardener counted out the bunches on a stand in front of the store, stopping at 5 doz. The dealer then decided to count them also. "It isn't necessary for you to count them," stated the gardener, "I would sooner give them all to you than cheat you out of one bunch."

Nevertheless the dealer persisted and found there were 8 bunches short of the 5 dozen. He was selling the rhubarb at 5 cents per bunch and therefore in a couple of minutes prevented a leak of 40 cents. He told of another similar case where there were 2 dozen bunches of lettuce short in a 6 dozen purchase.

* * *

Fred. Gill, grocer, Burnhamthorpe, Ont., was in Toronto this week.

ASSOCIATION NEWS

Secretary W. C. Miller of the Ontario Retail Grocers' Association wants to hear from any Ontario grocer or general merchant desiring the services of a clerk. He has several applications from clerks on hand.

* * *

The Chatham, Ont., branch of the Retail Merchants' Association has been reorganized during the past two weeks, Secretary E. M. Trowern and Western representative T. J. Maher having visited Chatham for that purpose. At the organization meeting held last week, officers were elected. Mr. Maher also visited Wallaceburg, where a branch of the R.M.A. was organized.

Practically all the finishing touches

* * *

were put on the arrangements for the Toronto Retail Grocers' Association excursion, at the regular meeting on Monday night. President D. W. Clark occupied the chair. As announced three weeks ago the excursion will go to Niagara Falls on July 16. One of the features is likely to be a baseball game between Hamilton and Toronto teams. R. W. Davies will captain the latter. Arrangements are also under way to have a series of progressive euchre games with the Hamilton grocers during the summer. During July and August there will be no regular monthly meetings of the association, but the executive will confer regularly as usual.

A note of warning was sounded by one of the members regarding pilfering. Instances were cited where a bottle of grape juice was missing from a case; another where 7 tins of tongue were gone and a third where a jar of jam had disappeared. Looks as if the tight money conditions were tempting the pilferer. Evidently a close watch should be kept on the goods that come to the store. Market conditions were discussed and advice passed around on the egg and canned goods market.

* * *

Several branches of the Retail Merchants' Association, Ontario branch, have been formed recently and it is stated by the organizers that in some cases nearly every merchant has been enrolled. Following shows the officers of four associations:—

NEWMARKET.—President, C. S. McAuley, grocer; First Vice-President, J. S. Ocborne, butcher; Second Vice-President, C. Willis, tailor; Treasurer, W. S. Bosworth, grocer; Secretary, H. B. Marshall, grocer.

ST. MARY'S.— President, A. H. Loft, dry goods; First Vice-President, Mayor W. R. Butcher, grocer; Second Vice-President, J. D. Martin, coal and wood; Treasurer, J. Ready, boots and shoes; Secretary, B. L. Lancaster, gen. store.

AYLMER.—President, J. M. Wrong, dry goods; First Vice-President, J. M. Farthing, dry goods; Second Vice-President, J. G. Heitter, grocer; Treasurer, L. T. Young, grocer; Secretary, H. L. Charlton, grocer.

* * *

Recently the St. Thomas merchants held a reorganization meeting in the council chamber of the city hall, the board room not being large enough to hold them. Besides the election of officers—which was keenly contested—the merchants discussed picnic plans and it is probable one will be held. The officers are:—

President, B. Brick, of Mickleborough, dry goods; First Vice-President, P. L. M. Egan, grocer; Second Vice-President, G. R. Hill, baker; Treasurer, N. C. Johnston, coal, etc.; Secretary, S. L. Graham, men's wear.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following are items from Canadian Grocer of June 23 1893:—

> "Mr. McIntyre, of Hodgson, Sumner & Co., Montreal, has not yet returned from England. He sailed on the 10th, however, and will be home in the course of a week."

Editorial Note.—Hodgson, Sumner & Co. is a name familiar to-day among the trade after the lapse of twenty years.

* * *

> "A fruit market has at last been established in Toronto. It is situated at the foot of Yonge Street, the Grand Trunk having given over a portion of its freight sheds for that purpose. It has been fitted with compartments adapted for the various classes of fruit which will be sold. There will be no auction department connected with the market, and the sales will be wholesale only."

Editorial Note.—This market we have to-day. It is used in the same capacity as when secured, although there has in the interim been considerable talk of a change.

* * *

> "All the well-appointed grocery stores in the country are not confined to the eastern portions of the Dominion. A photo to hand of Dixi H. Ross & Co.'s store at Victoria, B.C., demonstrates this. When the photographer took the snapshot of the interior of the store a lady customer was being waited upon by one of the clerks, and other clerks were apparently in the act of filling orders, while the head of the firm or manager was quietly looking on. The thing that strikes one on looking at the photo is the extent and variety of the stock, particularly canned goods and fancy groceries, and the taste displayed in the general arrangement of the store. Everything about the place, even to the tidy and gentlemanly clerks, possesses an attractive and inviting air. Dixi H. Ross & Co. are to be congratulated."

Editorial Note.—Dixi H. Ross & Co. is to-day known as one of the most progressive British Columbia retail grocery firms. During recent years Canadian Grocer has reproduced several of this firm's window displays, all of which have certainly been of a high-class character.

C.O.D. PARCELS POST.

United States Post Office Department Tack on Cash on Delivery System.

Washington, D.C., June 17.—Parcels may be sent through the United States mails C.O.D. beginning July 1.

This announcement by the Post-office Department marked another extension of the parcel-post system. By this means packages may be ordered by the householder at a distance and not paid for until delivered, when collection will be made.

Details of the regulations governing the sending of C.O.D. packages set forth that the sender will purchase a tag having three parts, of which the first is kept by him, the second is placed on file at the mailing office and the third is attached to the parcel. The amount due and name of the sender are written on the tag and on the coupon retained by the mailing office. C.O.D. parcels will be delivered by city and rural carriers and special delivery messengers under the rules governing the delivery of registered mail.

"Dealer First" Vs. "Consumer First" And Other Matters

By R. R. Shuman in Standard Advertising

This trade paper proposition is so large and so varied that a man scarcely knows where to begin.

But as one has to begin somewhere let us start where they started: with the dealers' publications.

When John Williams, the Irish political refugee, started the Iron Age in 1855, he had no conception of the force he was setting into motion nor the millions of dollars which that paper should handle in years to come. He called it the Iron Age, so it is said, not so much because it should represent the iron industries of America—yes, of the world—but in a spirit of bitterness toward the "Iron Hand" of English politics which had dispossessed, imprisoned and then expatriated him for daring to speak the truth.

It was a political pamphlet, not a trade newspaper, and had as one feature Philadelphia quotations on nails and iron, printed not so much as a matter of news as for the purpose of leading the New York hardware merchants to buy their nails and iron from the Philadelphia makers rather than from his enemies, the English.

Printed on a hand press and distributed by himself and his young son, David, whom it afterwards made rich, the little four-page sheet grew apace and in time became a power.

Advertisements were not solicited, but were voluntarily offered, and they too grew in numbers, though but little in size, as they were simply cards announcing receipt of this or that cargo, or modestly displaying the name, address and business of the advertiser.

Earlier still the Dry Goods Economist was launched in 1847. It was a modest little sheet that sought to give authentic quotations on dry goods and fabrics.

Other journals in other lines of merchandise followed, each with its modest array of small card announcements. A full page ad. was unknown.

For a generation trade newspapers followed the style set by these pioneers. Their market quotations were their raison d'etre, their editorial and descriptive matter incidental, and their advertising accidental, and largely in the nature of more or less voluntary contributions of manufacturers and jobbers who wished to have the editor on their side.

Advertising had not yet been discovered, in the sense that we now think of advertising, but the journals paid a profit to their owners, and grew with the years.

The success of the few pioneers, after years of struggle, fired the imaginations of a horde of followers who were not willing to wait for earned success, but chose rather to force it. Mushroom circulations were secured through premiums so alluring that the subscription to the publication was merely a necessary incident in the tranusaction by some of these, while others did not even take the trouble to get the circulation, but took rather the short cut to outrageous lying about circulation.

Then, on the basis of the mushroom circulation or the inflated claims, or both, clever solicitors armed with laconic instructions to "Get the business" were turned loose on the long-suffering manufacturers—and they did get the business.

Legalized highway robbery or a semi-respectable mendicancy characterized their methods, and as a result of the sins of these pirates, all trade journals advertising in all journals—honest or dishonest—was classed with such savory hold-up as tickets to the switchmen's ball or a card in the dance programme of the Bartenders' Union.

Trade Newspapers of Real Merit Had to Fight For Their Lives.

But while this was going on, the worthy trade papers, with a courage and singleness of purpose which was little short of heroic, earnestly and patiently built up their influence upon the sure foundation of service—service to the retail merchants first, and through them and their confidence, service to the manufacturers who used their advertising columns in the hope of winning the friendship of the retailers.

And as this confidence grew the size and character of the advertisements grew also. And as the size and character of the advertisements grew the merchants fell more and more into the habit of reading the ads.; and in due time to relying on those ads. as guides in the selection of their goods.

Little by little the grafting trade journal and the mendicant trade paper went the way of the unjust or reformed and saw and followed the new light.

Post office rulings against the abuse of premiums and sample copies; an awakened intelligence among space-buyers as to the importance of knowing the quantity, quality and geographical distribution of the circulation they were buying and, very recently, the theretofore-unheard-of practice of devoting study, time and effort to the preparation of trade journal copy, all played their part in ushering in a new era in trade papers advertising, and giving it a place in the well-rounded campaign.

Say there are four dry goods stores of any consequence in a city of 45,000 population, and that all four subscribe for the leading dry goods trade journal.

Then let us say that the now leading popular weekly has 2,000 subscribers in that city; (giving it its ratio to the whole population of the country)—who has the largest buying power for a ready-made garment, let us say, the four merchants, or the 2,000 citizens?

Then remember that even if the 2,000 readers of the popular weekly did become converts to the desirability of possessing the garment as advertised, that desire cannot be converted into a sale unless and until the garments have first been sold to the merchants.

The Buying Impulse.

And remember another vital fact: the best merchants nowadays read the advertising pages of their trade papers for the purpose of deciding what they shall buy. Their impulse at the time of reading is a buying impulse, and they read these advertising pages, not listlessly, but critically, as a business duty.

On the other hand, the citizen buys or subscribes for the weekly story paper or the penny daily for the purpose of reading the text; and his interest in the advertising is accidental and incidental—passive rather than active.

Trade- newspaper advertising is actually harder to write than consumer advertising, because the consumer is a child, short of memory, pleased with pictures, lacking logic, easily beguiled with a pretty story, without much regard for the accuracy of it; while the merchant who reads ads. is very likely to know more about the goods than the man who writes the ads., and even though he does not, he thinks he does; is wary of fiction and critical of every statement made. A thousand dollars worth of consumer advertising at $8.00 a line may bring a thousand inquiries for a $5.00 garment. And fifty dollars worth of trade journal advertising may bring only five inquiries . These five little letters look ridiculous beside the armfuls of stuff the popular advertisement brings; but one inquiry from a merchant who buys hundreds of dollars worth and perhaps develops into a thousand dollar customer, is worth a hundred from consumers' inquiries. Espe-

(Continued on page 40)

To the Manufacture

Mr. Manufacturer:

The Pennsylvania Railway tunnelled the Hudson at a cost of One Hundred and Ten Million dollars to secure a **direct** entrance to the heart of New York. Such is the value of "DIRECTNESS."

Your Advertisement delivered to the kitchen—via the Grocery Store—reaches not only the housewife and the grocer, but leaves a lasting impression upon the minds of the daughters and servants of the household, and the clerks of the Store. Thus **Standardising your** Product to the **Purchasers of to-morrow and the Grocers of the future.**

You spend thousands of dollars a year on Advertising and Publicity. Your object is to make and keep the public familiar with the merits of your product. To have to-day's sales exceed yesterday's. To reach a point where the demand is greater than capacity, and then to increase your facilities to meet that demand. This is the goal, the terminal, which every manufacturer is striving to reach.

THE NATIONAL ADVERTOGRAPH COMPANY have *developed, perfected and tested* the MOST DIRECT METHOD OF ADVERTISING ever offered to manufacturers of grocery products.

The Advertograph is the most **persistent** form of Advertising ever formulated. Week in and week out the merits of your Product are brought home to the Housewife. NO OTHER BRANDS can reach her by the same route.

That is a broad statement but a true one.

The Advertograph ensures the endorsement of the retail grocer and secures his co-operation. ABSOLUTELY and POSITIVELY 100 PER CENT. of the people who read our advertisements are *actual purchasers* of grocery products.

Our Service extends from Coast to Coast and is **Entirely Under Our Own daily Supervision.** Its efficiency depends on no one beyond our control.

WRITE, WIRE

The National Adverto

195 Victoria Street, TELEP

# of Grocery Products

The Advertograph Service is Exclusive To One Manufacturer of Each Product, that is one brand of Cocoa, one make of Biscuits, one Cereal, one Soap, one Starch, etc., etc. This means **exclusiveness,** the added value of which is beyond question.

Now, Mr. Manufacturer, we want an opportunity to tell you about this "New Route" to the kitchens and the tables of the people; to show you a direct road to the terminal of *full capacity*.

Our proposition is straight to the point. You pay *only* for what you get and you get exactly what you pay for-- RESULTS. It is one of the few forms of publicity where actual *Results* can be *traced and recorded.* Our Service Is Limited To Twenty-five Different Grocery Products. We shall be glad to explain our system to you in detail which will enable you to judge its efficiency for yourself.

The strength of the chain is the strength of its weakest link. No matter how much you talk to the housewife, you must still refer her to the Retail Store as the place to buy your Product. The Advertograph ensures "no switching" at this junction of delivery.

IT ENSURES THE ENDORSATION OF THE GROCER.

If you realize the *value of directness,* waste no time, remember we can contract with only one manufacturer of your product. As a purchaser of Advertising you will at least be interested in this new and different form of obtaining positive results.

Write, wire or telephone an appointment. We will reserve space in the order of enquiries received until you have had time to learn more about the Advertograph System of Direct Advertising.

Our service is POSITIVELY LIMITED to twenty-five Manufacturers of Different Grocery Products. It is absolutely under our own control and daily supervision. This guarantees Exclusiveness and Efficiency — THE PARENTS OF RESULTS.

LEPHONE NOW.

aph Company, Limited

D. 2308

Toronto, Canada

Current News of the Week

Quebec and Maritime Provinces.

Wilfrid Laporte, general merchant, Kildare, Que., died last week.

J. J. Ross has purchased the general store business of R. B. Jameson, Oxford, N.S.

Bauld Bros., wholesale grocers, Halifax, N.S., sustained a small fire loss recently.

The C. H. Catelli Co., of Montreal, have now completed their building operations after their fire to such an extent that they have again commenced manufacturing.

Ontario.

J. A. Powell, grocer, Toronto, has sold to F. J. Virgin.

D. L. Myles, grocer, Hamilton, Ont., has sold to A. C. Beckley.

H. G. Doyle, a grocer for many years in Toronto, died last week.

Harold Scott, grocer, Tilsonberg, Ont., returned last Friday after a honeymoon of two weeks.

Chas. Rishor, wholesale grocer, Peterboro, Ont., has purchased an automobile for delivery purposes.

John Appleyard, grocer, Milton Heights, Milton, Ont., is building a new store and enlarging his present premises.

The Toronto City Council are calling for tenders for 100 tons of cane molasses for the feed of the city's horses.

Schell Bros., grocers, Berlin, Ont., had a barn destroyed by fire recently, including two horses and two delivery wagons.

A fire, believed to have been caused by a spark from a passing engine, caused a small loss to the soap factory of Pugsley, Dingman Co., West Toronto, last week.

R. Matthews, grocer, Yonge Street, Toronto, intends going on a four or five days' fishing expedition next week to Bobcaygeon.

J. M. Courtney, general merchant, Tottenham, Ont., is selling out, and leaving for Saskatchewan, where he intends opening up two new stores.

R. J. Wales, of Napanee, Ont., claims to be in the lead in the sale of maple syrup this season. He has already disposed of over 300 gallons of 13 lbs. each.

W. Linder, traveller for Red Rose Tea, Toronto, while driving out of Aylmer last week, was thrown out of the rig, but was lucky in getting off with little more than a strained side. The driver accompanying him sustained injuries to the extent of several crushed ribs.

John McDermit, grocer, Georgetown, Ont., has left for the West where he intends taking a three months' trip.

Thos. Naylor, grocer, on the Barrie Road, Orillia, Ont., has sold to J. S. Church. Mr. Naylor will return to Michigan.

A slight blaze occurred recently in J. A. Sneath's grocery store, Thorold, Ont. Some coal oil had been spilled on the floor near the front door, and when a match was dropped on the oil some time later, fire resulted, burning the floor and scorching the door and woodwork. The blaze was put out before reaching serious proportions.

McDowell & Morris is the name of the new wholesale grocery firm starting into business, with headquarters at Oshawa, Ont. Mr. McDowell has conducted a retail grocery business in Oshawa for some fifteen years. Mr. Morris is also well known, having formerly belonged to the outside staff of T. Kinnear & Co., Toronto.

W. L. MacFarlane, grocer, Markdale, Ont., is selling out owing to ill-health. The MacFarlane business has been in operation continuously for forty-six years, latterly under the management of W. L. MacFarlane, but originally under that of his father, and is recognized as one of the large pioneer businesses in Ontario. Mr. MacFarlane intends to retire shortly.

J. H. Hare, of the Live Stock Branch of the Department of Agriculture, Ottawa, was in Toronto and Guelph on Tuesday. Mr. Hare is in charge of the egg trade investigation, and is quite enthusiastic over working out a new system, which will put the egg trade on footing which will be fair from every standpoint.

Bishop Bros., Niagara-on-the-Lake, Ont., have sold their grocery and meat business to Vernon Davey, of Toronto, who took possession last week. Mr. Davey has also bought the building from Mrs. Avery, of Toronto, in which the store is located; he is an old Niagara boy. Bishop Bros. will in future devote their time to the development of the Union Jack Canning Co., of which they are the founders .

Western Canada.

D. W. MacLean, grocer, Winnipeg, Ont., has sold to Alex. Douglas.

J. S. Fry & Son, cocoa and chocolate manufacturers, will establish a distributing plant at Edmonton, Alta.

M. Hogue, of the Athabasca grocery, Athabasca, Alta., has sold his interest in the business to F. Dubor, who will conduct the business himself.

Kenneth McKenzie, formerly of the Pioneer Fruit Co., of Brandon, Man., has joined the staff of the Camrose Grocery Co., Camrose, Alta., and will have charge of the fruit department.

The window of J. H. English, grocer, North Vancouver, B.C., won first prize of $20 in a competition put on by the Knights of Pythias during their convention there. Thos. Fairgreaves and W. McNeill, two of the salesmen, dressed the window.

Winnipeg grocers swept the day in the light delivery class at the horse show held there recently. "Peggy," a horse belonging to W. H. Stone & Co., and which has belonged to that retail firm for two years, working regularly in their delivery service, came out ahead of the eleven horses competing, greatly to the joy of Norman Ritchie, who was driving it. W. H. Stone & Co. will have to win in this class again next year to retain possession of the Hudson Bay Cup, which goes with a silver medal to the winner of this class. Not only did W. H. Stone & Co. take first place in this class, but Jobin Marrin & Co., whose horse won out last year, finished a close second.

DEATH OF WM. GRIFFIN.

W. M. Griffin, senior member of Griffin & Skelley Co., California exporters of dried fruits, died recently. Mr. Griffin had not been in good health for the last year or two and, therefore, had not been taking as active a part in the administration of business, having enjoyed a well earned rest. He seldom however, missed spending a short time in his office daily. His mantle has fallen upon his two sons. While past the age of 70, Mr. Griffin was a man of singular activity for his age. The management of the business now rests on the shoulders of C. W. Griffin and Andrew Griffin.

◆

Ottawa, June 6th, 1913.

The Canadian Grocer.

Dear Sirs,—Enclosed my cheque for $2.00 in settlement of enclosed bill.

I did not know whether I should get the cheque marked payable at par or not. However, if there is any difference I am willing to pay it, as your "Canadian Grocer" is worth much more than the subscription price.

Yours truly,
F. ROBERGE,
131 Water Street.

Canned Goods Prices Expected to Open Low

Some Think Many Will Afterwards Advance—Orders Now in Will Receive Full Benefit of Low Rate—Sugar Market Still Needs Closest Attention—Prunes and Apricots Likely to be Higher Next Season—Famine Prices Expected in Nuts.

QUEBEC MARKETS.

POINTERS—
- Sugar—Steady.
- Molasses—Decline in price.
- Raisins—Lower.
- Currants—Lower.

Montreal, June 17.—Grocery trading is quiet this week as there have been few developments during past week as regards important changes in prices. The only changes going into effect this week were the decline in the price from ex-store of molasses for open territory; also the ex-wharf price, and declines in California raisins, evaporated apricots and peaches.

It is expected that the opening prices on canned goods will be lower this year and some are predicting $1 to $1.10 for tomatoes and 85c for peas, beans and corn, but as yet, there is nothing definite. These prices, in fact, may be on the low side if weather is unfavorable.

In wholesale circles the main topic of interest is the coming convention of wholesalers in Quebec City on July 14.

SUGAR.—Market locally is a shade stronger this week owing to heavier consumption which is having effect of bolstering up a weak market. Buyers have held off as long as they dared, but with arrival of strawberries this week stocks had to be replenished. New York market on raw sugar is weak under quiet trading and it is not at all unlikely that a decline might be registered as the disturbance in the financial markets will affect sugar trading to some extent. The local sugar market is steady and with a heavy demand prices will likely remain where they are for time being, but lower prices eventually are a possibility. The price to-day is still $4.30.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—Molasses market is dull and uninteresting this week owing to fact that buyers are well stocked for present needs and are rather indifferent regarding the future. Wholesalers are complaining that orders are not coming forward freely. The ex-store price is weak and with any further decline in the ex-wharf price it is likely that the ex-store price will follow suite.

The price on molasses from ex-store for open territory declined this week and is quoted as follows:

	Fancy per gal.	Choice.
Puncheons	36	35
Barrels	39	38
Half Barrels	41	40

The price for the Island of Montreal and for the combined territory is unchanged but prices are inclined to be weak owing to decline in the ex-wharf price which has further declined to 33c this week.

Barbadoes molasses	For Island of Montreal.		Combined Territories.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	0 32	0 33
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—Sultana raisins took a sharp tumble this week owing to quotations on new crop to arrive being lower than ex-store price. Seedless raisins are ¼c lower than opening prices. Sultana raisins in bulk are selling at 8 to 10c per pound, while the carton price is one cent higher at 9 to 11c per pound package. Malaga table raisins are in fair demand, but loose muscatels are getting scarce. A report just received from Denia, Spain, says that flowering season is just terminating and that the prospects for this year's crop are good and it is estimated that yield will be up to average unless weather conditions turn out unfavorable between now and housing time. Curraants are ¼c lower at 6½ to 7c for loose filiatras, while other grades remain as before. Figs are pretty well cleaned up and only a few of the better grades still remain in store. The larger sizes of prunes are scarce, but smaller sizes are still plentiful with prices unchanged. New apricots are lower and evaporated peaches are ½c lower.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 05¼
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07½
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 08	0 10
Sultana raisins, 1 lb. cartons	0 09	0 11
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06½	0 07
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 05
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

COFFEE.—Like everything else, the coffee market has reflected the slump in the financial market, but in the case of coffee, the decline has only been a few points and is hardly enough to make it worth while to revise prices. In any event no revision will take place until it is apparent that the market will not recover. Otherwise there is nothing of interest to report in the coffee markets.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

TEA.—The prices on the new crop of Japans and Chinas are a little firmer and while opening prices were about two cents per pound lower all round this is not the case to-day as some grades have advanced a point or two. Business is brisk and everything points to firmer prices in the event of a more stable money market.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsucy, gunpowder, pinhead	0 30	0 50

SPICES.—"Lots of business but nothing that will affect prices," is the way one wholesaler summed up the situation to-day. Prices are steady at the last quotations and the primary markets are quiet.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35

Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—This market is devoid of interesting features as the demand is steady and the primary markets are dull and quiet. There are no indications of any change in prices for the present at least.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 06¼	0 06
Seed, lb.	0 05	0 06

NUTS.—There is little of interest to report in nuts this week other than good demand for peanuts which are holding firm at advance reports two weeks ago.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 13½	0 14½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¾
Coon, roasted	....	0 08¼
Diamond G, roasted	....	0 09¼
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	[illegible]
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS:—

Sugar—Market unsettled.
Prunes and Apricots—Advancing.
Coffee—Weaker.
Cream Tartar—Up ½ cent.
Nuts—All advancing.
Canned Goods—Some expected to open low and advance later.

Toronto, June 18.—Business has been picking up somewhat better this week. Shipping departments of some firms state they are quite busy, and all have a fair amount of work to do. With fuller assurance of what the wheat crop is to be it is thought that business will take on more activity. Tightness of money is having effect of keeping down all markets. Speculation has not this year formed a feature such as is usual in other years, and thus with more marked dullness ordering has not been so heavy.

A number of firms report collections well up to standard; some complain that things are none too good; but all admit that that end of the business has to be watched closely. Fact that greater effort is being made and at greater cost is itself responsible for outstanding accounts being rounded up so successfully.

SUGAR.—Market on raws in New York showed tendency to advance during past week, both for beet and cane. Beet advanced from 9s 2¼d to 9s 5¼, and cane moved up 1½d. Since this advanced movement market has remained quiet and firm on this basis. It remains to be seen, with natural increase in consumption owing to preserving season, whether this increase will be maintained and held or whether market will react again. Should the advance hold and consumption increase, there might be an advance, but such a thing as decline is also conceivable. Thus market needs close watching.

Stocks are light on jobbers' hands the world over, as speculation is forming no feature on market. Brokers consider this a safe time to stay out, and buy only according to actual requirements.

Year ago granulated in bags sold in Toronto at $5.25, following a decline of 10 cents. Present prices show a decrease of 85 cents from year ago.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUP AND MOLASSES.—Just what exact situation in molasses is at present is difficult to state. Barbadoes has turned practically whole crop into molasses, finding profits more profitable, but whether increase in supplies is to cause a change in market is doubtful. Up to present Toronto houses continue to book orders only to end of June, at which time a movement in some direction is expected.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	[illegible]
Gallons, 6 to case	[illegible]	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15

Maple Cream Sugar—		
24 twin bars	....	1 80
40 and 48 twin bars	....	[illegible]
Maple butter, lb. tins, dozen	....	[illegible]

DRIED FRUITS.—On local market stocks of prunes are well cleaned up. From primary market comes report that crop is likely to be exceedingly short. Call so far has been for larger sizes, but 30-40, 40-50, and even 50-60 are almost unobtainable. Growers are not at all anxious to sell except at high prices, and are in no way keen about taking orders for futures.

Apricot crop is said to be only half that of last year, so that decidedly higher prices are expected.

California growers are aiming to ship all peaches possible when green rather than dry them and accept prices such as have ruled during past season. Easy prices are still expected to rule.

Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Evaporated apples	0 06½	0 07
Figs—		
Natural figs, in bags, lb.	0 06	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, selected, new	0 09	0 08½
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—Quality offered in London is rather poorer even than last week, and is expected to get steadily poorer for some weeks yet. Thus, from buying standpoint trade is uninteresting and dull.

COFFEE.—Tightness of money is having such an effect on coffee speculation that market is again weaker this week. Change so far has not been great enough, however, to warrant a change in price at which wholesaler sells out again.

Bagotas	0 27	0 28
Chicory	0 11	0 13
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java, roasted	0 32	0 35
Maricaibo, roasted	0 25	0 26
Mexican	0 27	0 28
Mocha, roasted	0 30	0 32
Rio, green	1 18	0 20
Rio, roasted	0 18½	0 21
Santos, roasted	0 23	0 25

SPICES.—Practically only change in spice market this week is advance of ½ cent in cream of tartar. As range according to quantity is so great, however, no change in quotable prices has been made, 30 to 31 still ruling.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA.—Rice holds just about where it was last week on primary markets. Tapioca is if anything a shade firmer, having moved up about 20c per 100 lbs.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 09½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—On primary market prices on all lines save walnuts are firming up. A wire received at time of going to press states:

> "Shelled almond Spanish crop, no change in conditions. Italian and French crop failure. Spanish market excited almost to panic. Markets in producing countries bare of stock. Active buying from other countries at steady increasing prices."

Nuts in shell are expected to reach famine prices this fall. One dealer stated that whereas in former years two pounds of mixed nuts could be bought for 25c, this year prices will be 25c per lb. straight.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

BEANS.—Prices range greatly according to quality as follows:

Beans, Canadian, H.P., per bus.	....	2 25
Beans, Canadian, cheaper grades	1 80	2 00
Austrian pea beans, H.P.	2 75	2 85

CANNED GOODS.

Toronto, June 18.—For orders that have been booked already, that is, all taken before May 1, prices on canned goods are expected to be low. One wholesaler states: "We believe that opening prices are to be low, and orders now in will receive a distinct advantage should prices later go up."

Market for jams is temporarily in none too good shape. Owing to heavy buying last year it will take some time before stocks are reduced. One firm is reported as selling now at a price below that at which jams were contracted for. Prospects for future are good, however, decrease in consumption during past season having been due solely to large quantities of fresh fruit and vegetables on market.

MANITOBA MARKETS.

Winnipeg, June 17.—Business is good but not up to anticipations. This, in a nutshell, describes conditions here. Perhaps we all built a little too many castles in Spain on 1913 prospects and it is not doing any harm to bring us back to realities.

The fact that money has been and is a little tight has engendered a spirit of caution into transactions. Perhaps caution has been carried to extremes.

The general crop outlook on which all Western prosperity depends is on the whole, encouraging. Wheat and summer fallow and fall ploughed land is looking splendid. Wheat sowed on stubble is none too good and needs rain and lots of it. Oats and flax also need more rain. The weather just now is full of interest and the nervousness apparent on the grain exchange shows plainly the anxiety felt as to meteorlogical conditions.

Canned goods are active; sugar is in good demand. Summer and hot weather specialties, lime juice, fruit syrups, etc., are in good demand and are the display features of many retail stores.

SUGAR.—There is good call for this commodity just now and the market has a steady undertone.

Extra standard granulated, per bbl.	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—There is no change since the last report. The butter market is weak and syrup in correspondingly poor demand.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	2 63
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—With green fruits increasing in variety and abundance, backed by a hot weather demand, there is but a dull market in dried fruits.

Prunes—	Per lb.	
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 70 to 80, 25 lbs.	....	0 06¼
Prunes, 60 to 70, 25 lbs.	....	0 06¾
Prunes, 50 to 60, 25 lbs.	....	0 08
Prunes, 40 to 50, 25 lbs.	....	0 10
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11½
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—A good demand at retail for hot weather drinks is cause for slower sales of coffees and teas. Prices are steady.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 17
Roasted Santos	....	0 23
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Trade is a little more active and promises well with the opening of the picnic season.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS AND PEAS.—Trade in these lines is featureless with a strictly summer demand.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16.		

WINNIPEG.

FLOUR AND CEREALS.—A feature this week is a further advance in rolled oats and oatmeal of 5 cents per sack. Other lines are steady and somewhat dull.

Flour—		
First grade patents	....	5 40
Second grade patents	....	4 90
First clears	....	4 00

Prices are ror cotton bags jute 10 cents off.

Rolled oats, 80 lbs.	....	1 65
Standard granulated, 98 lbs.	....	1 65
Corn meal, 98 lbs.	....	1 90
Wheat granules, 16-165	....	3 08

FISH.—Fresh Lake Winnipeg whitefish are plentiful with an excellent consumptive demand. The extremely hot weather of past week was favorable to fish sales.

Fish—		
Fresh salmon	....	0 18
Fresh halibut	....	0 10
Lake Winnipeg white fish, lb.	....	0 09
Fresh pickerel, lb.	....	0 08
Steak, cod, lb.	....	0 12½
Haddock	....	0 06
Market cod	....	0 05
Finnan haddie	....	0 08
Fresh gold eyes, per doz.	....	0 50
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 12
Bloaters, per box	....	1 50
Holland herring, keg	....	0 70
Labrador herring, half barrel	....	4 20
Salt mackerel, kit	....	2 75

FRUITS AND VEGETABLES.—Several new lines and some changes in prices are to be found in the list. There is an excellent demand. Lemons and oranges are scarce and dear.

Vegetables—		
American leaf lettuce	....	0 50
New beets, box	....	2 00
Cabbage, new, per lb.	....	0 04
Carrots, lb.	....	0 04
Florida tomatoes, case	....	4 50
Green onions	....	0 35
Cucumbers, dozen	....	2 50
Cauliflowers, aozen	....	2 50
Florida celery	....	2 00
Imported mushrooms, lb.	....	0 90
Man. rhubarb	....	0 03
British Columbia rhubarb	....	1 25

Fresh Fruit—		
Apricots	....	2 75
Plums	....	2 75
Peaches	....	2 75
Cherries, 10 lb. box	....	2 75
Strawberries, case 24 qts, Hood River	....	5 00
Pines	3 75	4 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	10 00
Florida grape fruit	....	7 00
Navel oranges, case	6 00	6 50
Messina lemons	....	8 00
Valencia oranges	....	7 00
Florida tomatoes	....	5 00
Watermelons, dozen	....	7 00
Apples, box	2 75	3 00

NEW BRUNSWICK MARKETS.

By Wire.

St. John, June 17.—Except for flour market, there are few changes of interest to report. Manitoba and Ontario patents are higher with market reported much firmer. Manitoba advanced twenty cents, followed by advance in Ontario of twenty cents. Former is now quoted at $6.45; Ontario at $5.95. Dealers here have advice saying that wheat is scarcer than expected, and that market is likely to be strong until new crop arrives.

Cornmeal is firmer; granulated being now quoted at $4.85, and barrels at $3.15. Eggs, hennery, are scarcer causing an advance to 22 and 24 cents. Owing to more plentiful supply of butter, prices have been somewhat reduced.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 28	0 30
Butter, creamery, per lb.	0 27	0 32
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 13	0 13½
Cheese, new, lb.	0 13½	0 14
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 85
Cornmeal, bags	....	1 50
Cornmeal, bbls.	....	3 15
Eggs, hennery	0 22	0 24
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 95
Lard, compound, lb.	....	0 11¼
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

NOVA SCOTIA MARKETS.

By Wire.

Halifax, June 17.—There is marked improvement in receipts of butter on local market and prices are easier, dairy being down about two cents per pound. Deliveries of eggs are slackening and price is a little firmer. There is more demand for canned goods and though it is late in the season many of the local dealers have good supplies on hand. All dried fruits are firm and in some cases the price is high. Oranges are scarce, Mediterraneans being quoted at $6 to $6.50. Flour prices are also firmer. Hams are selling at 20 to 21 cents per pound.

Apples, No. 1, per bbl.	....	4 00
Bacon, side, per lb.	....	0 19½
Bananas, per lb.	....	0 03¾
Butter, creamery, per lb.	....	0 31
Cheese, per lb.	0 15	0 15½
Cranberries, Cape Cod, per barrel	....	14 00
Currants, Vostizzas, per lb.	....	0 08½
Canned Goods—		
Corn, 2's, per doz.	....	1 20
Peas, 2's, per doz.	1 47½	1 60
Raspberries, 2's, per doz.	2 37½	2 40
Strawberries, 2's, per doz.	2 37½	2 40
Tomatoes, 2's	....	1 40
Cornmeal, per bag	1 50	1 55
Eggs, fresh, per dozen	....	0 17
Flour, Ontario, 90 per cent.	5 25	5 35
Flour, Manitoba best, per bbl	....	6 15
Grapefruit, per case	....	3 50
Hams, per lb.	0 20	0 21
Lemons, per case	....	5 00
Oatmeal, std., per sack	....	2 65
Onions, Egyptian, per lb.	....	0 02¾
Oranges, Florida, per case	....	5 50
Oranges, Mediterranean, per case	6 00	6 50
Oranges, navel, per case	....	5 25
Pork, American clear, per bbl	....	27 00
Potatoes, per bag	....	1 50
Raisins, Cal. fancy, per lb.	0 06	0 07
Rolled oats, per bbl.	5 25	5 30
Salmon, Sockeye, per case	....	10 25
Sweet potatoes, per hamper	....	2 00

"DEALER FIRST" VS. "CONSUMER FIRST."

(Continued from page 33.)

cially—let me say it again—because the goods must first be on the merchant's shelves before the consumer inquiries have any real money value.

Furthermore, the consumer bludgeon has been so greatly abused and so many merchants led to over-buy because of a stimulated temporary demand which fell flat as soon as the advertising stimulant was withdrawn, that the pendulum in many retail merchants' associations has swung against all advertised goods. This is especially true in the drug and grocery fields in which the retail merchant has been most grievously exploited.

But deeper than these general conditions lies the indisputable fundamental fact that the merchant must have the goods before the people can buy them from him, and that the phrase, "For sale by all dealers" before distribution has been secured is an imposition on the public, and an insult to the merchant and a lie on the face of it.

If your product has not enough merit in itself to enable you to win the good will and the trade of the retail merchant, then it is cheating both him and his customers to force it onto and off his shelves by consumer advertising. If it has such merit, then the logical, the direct, the commercial ,and the permanent way to secure distribution is by displaying your product before the merchant in such a way as to make him buy because he believes in it. Once in his stocks, that belief and confidence will be reflected in his salesmanship, and re-echo in his re-orders.

Your salesmen, your circulars and your samples must do their share in this convincing presentation; and a force equalling any and helping all of the three, is the trade paper—the modern merchant's weekly market place and guide to safe buying.

There are the honest-but-inefficient, the rising but not-yet-risen, and, I am sorry to say, in some lines there are the positively dishonest and unworthy journals.

The task of separating the sheep from the goats; of capitalizing the value of the worthy without wasting your money on the unfit is one that calls for a wide knowledge of the field and the power to analyze values.

A gold mine is only a shaft till pay dirt is struck and if gold is never struck it is a sink hole.

The "gold" is in the right kind of copy in the right kind of trade newspaper at the right time of year.

Consumer advertising has a grand part to play in the modern scheme of business; but its place is after, not before, the goods are on the merchants' shelves. Then it lessens the burden that the goods must bear by shortening the route to the consumer instead of rendering the burden heavier, loading it with the cost of creating a local demand for which there is no local supply.

GERMAN BUSINESS MEN'S TRIP POSTPONED.

The proposed trip of the German business men, which was to have been made this year, has been postponed. The chief reason given by the Leipzig Illustrirte Zeitung, which paper was behind the movement, is that the economic conditions of the world are unfavorable just now. The trip will be made next year.

* * *

382 College St.,
Toronto, June 9, 1913.

MacLean Pub. Co.,

Dear Sirs:—Just a line to thank you for your assistance in my recent request, also the past favors in which you have helped me a whole lot. In fact, it would be next to an impossibility to get along without the valuable Canadian Grocer.

Enclosed find cheque for payment to March, 1915, and oblige,

FRED. L. GILES.

Berlin, Ont., June 7, 1913.

MacLean Pub. Co., Ltd.

Dear Sirs,—Enclosed please find the sum of two dollars, being the amount for one year's subscription for the Canadian Grocer.

The suggestions and ideas that are given from time to time are worth more than a year's subscription to any live enterprising merchant, and I feel confident if the Canadian Grocer was in every retail grocery store, and its advices lived up to, the trade would be benefited greatly in general.

Wishing you every success, and with best of wishes,

JACK REID,
Victoria Park Grocery,
Berlin, Ont.

Petrie's Bay of Islands, Nfld.
May 29, 1913.

MacLean Publishing Co., Ltd.,

Dear Sirs,—Enclosed please find express order $2.00 my subscription to the "Canadian Grocer" I appreciate immensely this paper. No live business man should be without it. The amount of information, and excellent ideas that one gets, pays a hundred fold.

Yours truly,
J. H. BAGGS,
Importer and General Dealer.

FLOUR & CEREAL DEPARTMENT

All Grades of Flour Move Up 20 Cents

Hard Wheat Advances 20 Cents, Softer Grades 30 Cents, Due Directly to Situation in Wheat Market—Rolled Oats Higher and Cornmeal Also Moves Up 10 to 15 Cents in Toronto—Mill Feeds Firm—Dry Weather and Scarcity of Supplies Would Indicate Advance in Bran.

An advance of twenty cents all round seems to have been quite general during past week. Market holds firm at new level, so much so that there are some who anticipate even further advances, now that the ice has been broken, claiming that this advance has simply brought prices up to cost of production.

Wheat market appears to be easing off again, now that flour has advanced. On Monday it reached highest point in year, July wheat in Winnipeg selling at 100½. Tuesday it dropped 1½ cents to 99.

"In States, new Kansas crop is now coming in. That wheat makes as good flour as our Western wheat and is selling at 14 cents lower, which simply means that our export business is now done." This is the opinion of one broker who feels that there is now no likelihood of any further advance in flour, owing to condition of wheat market.

Oat market has been quite firm, and though soaring at end of week, has since fallen back, so that on Tuesday it was at same level as same day of week previous. Market still continues firm, and caused corresponding firmness in rolled oat market resulting in an advance at end of week.

Receipts of flour on Montreal Market for week were 79,625 sacks as compared with 68,933 sacks for corresponding week, year ago. Exports for week were 93,683 sacks as against 44,358 sacks for same week last year. Stocks of flour in store on spot in Montreal on June 14, were 219,060 sacks. June 7, 182,276, as compared with 151,106 sacks on June 15, year ago.

MONTREAL.

FLOUR.—Flour advanced 20 cents all round on Monday. This advance is reflection of advance in wheat markets and was more or less unexpected. Present advance in spring wheat grades is first in many months, and while wheat has been steadily advancing, flour has not followed. During this time the price of wheat has advanced 16½c per bushel, which, millers say, is equivalent to at least 65c in flour. The advance is attributed directly to advancing price of wheat which has made it imperative for millers to get more money for their flour owing to low prices of bran and other mill feeds. Improved demand for both domestic and export reported last week has been maintained and orders are coming forward quite freely. Buyers are expecting another advance as wheat markets are strong and stocks in hand on spot low. Winter wheat prices remain unchanged.

Winter wheat, fancy patents, in bags	**4 50**	**4 75**
Straight rollers, in bags	....	5 25
Manitoba 1st Spring wheat patents, bags	....	5 60
Manitoba straight patents, in bags	....	5 10
Manitoba strong bakers, in bags	....	4 90
Manitoba second, in bags	....	4 70

CEREALS.—Rolled oats market will likely advance 10 cents at end of week as market is firm. Demand, locally, for rolled oats is dull but with export trade is of sufficient volume to warrant making a higher price should oats go higher.

Receipts of rolled oats for week were 1,350 sacks as compared with 5,480 sacks for corresponding period of last year. Exports for week were 1,970 sacks and 4,347 cases as against 5,620 sacks and 1,100 cases for same week last year.

Rolled oats, in 25 sack lots	....	2 10
Rolled oats, in single bag lots	....	2 25
Rolled oats, in bbls.	....	4 45
Standard oatmeal, in single bag lots	....	2 31
Granulated oatmeal, in single bag lots	....	2 31
Fine oatmeal, in single bag lots	....	2 31
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 00
Cornmeal, in 98 lb. sacks	1 65	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEEDS.—Demand from U. S. points still continues to be feature of mill feed market, and this demand is rapidly bringing stocks down to normal size. Market has firmed up a little during past week and middlings have advanced to $22, while bran is firm at $17.

Bran, in car lots, per ton	16 00	17 00
Shorts, in car lots, per ton	....	19 00
Middlings, in car lots, per ton	....	22 00
Wheat moulee, per ton	23 00	25 00

TORONTO.

FLOUR.—At last flour has advanced, hard wheat moving up 20 cents per barrel and Ontario grades 30 cents on same quantity. "This advance should have taken three weeks ago," states one dealer. "Present prices represent only cost of production so that even higher prices may still be anticipated." "This advance is here to stay for this crop," stated another dealer, "but with wheat market already weaker as result of flour advancing, there is not likely to be another change until September unless wheat should fall very rapidly. But this is not likely as we need all the wheat in the country for domestic purposes."

Manitoba Wheat.

1st patent, in car lots, bags	....	5 50
2nd patents, in car lots, per bbl.	....	5 00
Strong bakers, in car lots, per bbl.	....	4 80
Flour, in cotton sacks, 10c per barrel more.		

Winter Wheat.

Fancy patents, domestic consumption	4 90	5 10
Patents, 90 p.c. domestic consumption	4 75	5 05
Straight roller, domestic consumption	4 55	4 75
Blended, domestic consumption	5 05	5 35

CEREALS.—Canadian Grocer has been advised that rolled oats would advance 10 cents per barrel at end of the week. This is in line with the report in last week's issue where reasons for this advance were given.

Cornmeal market this week shows an advance of from 10 to 15 cents owing to firmness in primary market and to surplus stocks getting well worked off. Market holds firm at advanced level.

Rolled oats, small lots, 90 lb. sacks	2 25	2 30
Rolled oats, 25 bags to car lots	2 15	2 20
Standard and granulated oatmeal 10 per cent. over rolled oats in 90's in jute.		
Rolled wheat, 50 lb. boxes	....	**1 60**
Rolled wheat, small lots, 100-lb. bbls.	....	**2 85**
Rolled wheat, 5 barrel to car lots	....	**2 70**
Cornmeal, 98 lb. bags, 25 bag lots, best quality	1 85	1 90
Cornmeal, 98 lb. bags, 25 bag lots, coarser grades	1 70	1 75
Rolled oats in cotton sacks 5 cents more.		

MILL FEEDS.—Bran is scarce and with demand for both bran and shorts increasing with dry weather an advance would seem possible if not quite probable. One miller states: "Smaller millers are now writing in asking for bran from us, which shows they must be oversold. I have had to turn many of them down, desiring to keep bran for our mixed cars."

Bran, in car lots, per ton	17 00	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton	21 00	23 00
Wheat moulee, in car lots, per ton	23 00	25 00
Feed flour, in car lots, per ton	....	26 00

Fruit and Vegetable Dept.

Lemons, Oranges and Pines Soaring Up

Advance Also Looked for in Price of Bananas—Potatoes Falling as Rapidly as Other Lines Advance — Ontario Berries a Feature on Market.

MONTREAL.

GREEN FRUITS.—Apples are scarce but there are still a few being offered and quality of these is remarkable for season. Price is ranging around $5 to $7 according to quality and size.

Lemons are firm and should warm weather continue, price will advance in proportion to demand. Grape fruit is higher and scarce, selling at $6.50 per case. Pineapples are still high. Prices quoted are firm. Limes are in good demand. Plums, peaches, cantaloupes, and apricots are arriving this week and commanding ready sale at good prices.

Bananas are expected to advance next week as price is firm and demand quite heavy. It is quite probable that advance may go into effect this week but this depends upon demand.

Apples—		
Spies, first grade, per barrel	....	6 50
Spies, second grade, per barrel	....	5 50
Apricots, per 4 basket crate	1 95	2 50
Bananas, crated	1 25	2 00
Cantaloupes, California, per crate	....	8 00
Cherries, California, 7-lb. box	2 50	2 75
Cocoanuts, per bag	....	5 00
Grape fruit, Florida, case	4 25	4 50
Grape fruit, Florida, case	....	6 50
Lemons	4 50	5 50
Limes, Florida, per box	....	1 75
Oranges, late Californias	....	6 00
Oranges, late Valencias	....	6 00
Oranges, Valencias	5 50	6 00
Peaches, California, Alexanders, box	....	2 75
Pineapples, Havana	2 50	2 75
Pineapples, Florida—		
30s, per case	3 50	4 00
24s, per case	3 75	4 00
36s, per case	3 25	3 50
Plums, California, per box	....	2 25
Strawberries, per quart	0 12½	0 18
Watermelons, each	0 40	0 50

VEGETABLES.—Warm weather has started a boom in vegetables and trading is brisk. Stocks of vegetables are quite heavy, and ample to take care of increased demand. New cabbage is higher at $2.90 per crate. Cauliflower is 50c higher at $4.50 per dozen. Corn is scarce and poor in quality. Cantaloupes are coming in goodly numbers and selling quite freely at $8 per crate. New potatoes are 50c lower at $4 per barrel owing to heavy receipts, while sweet potatoes are higher at $3 per basket owing to winding up of season and scarcity of supplies. Egyptian onions are cheaper, selling at 2c per pound instead of 2¼c last week. Cukes are cheaper at $3 per basket. Mushrooms are nearly done. American asparagus is practically over as there are only a few cases coming forward. Ontario strawberries are expected in quantity this week and estimated price is 17c; imported berries are selling at 17 to 18c.

Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	3 00
Beans, green, per hamper	....	3 00
Beets, old, per bag	....	2 50
Cabbage, new, crate of 4 to 5 doz.	....	2 90
Carrots, new, per doz. bunches	....	0 75
Carrots, old, per bag	....	1 50
Cantaloupes, Florida, per crate of 45	....	5 50
Cauliflower, hothouse, per dozen	....	4 50
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Corn, green, per doz. ears	....	1 00
Cucumbers, per dozen	0 90	2 00
Cucumbers, per basket	....	3 00
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 20
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	0 75
Lettuce, Boston, crate of 2 doz.	....	1 60
Lettuce, curly, per doz. heads	....	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, per lb.	....	0 02
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, small basket	....	0 50
Peas, green, per hamper	....	3 50
Potatoes—		
Bermuda, new, per bbl.	....	4 00
Green Mountain, car lots, bag	....	0 90
Quebec grades, car lots, bag	0 75	0 80
Quebec grades, small lots, bag	1 10	1 20
Sweet potatoes, basket	....	3 00
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	3 00	3 25
Tomatoes, Florida, choice, case	....	3 00
Turnips, per bag	....	2 50
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Prices on lemons are soaring upward with warmer weather. Demand has increased greatly and this week new Verdelli are quoted at $5.50 to 6. Messina, though unchanged, are quite firm.

Oranges are trending upward. Late Valencias sold in New York early in week at average price of over $7. Further advances are expected here.

Florida pinapples are scarce and high. Dealers look for no easing off for at least week or ten days.

Grapefruit is almost off. While an odd case may be found, it is doubtful if orders sent in could be filled.

Canadian berries are arriving freely this week, but so far have reached here in poor condition. Prices run according to quality from 10 to 17 cents per qt. American berries are practically done for season.

California peaches and Canadian gooseberries appeared also this week.

Apricots, per box of 4 bkts.	....	2 25
Bananas, per bunch	1 75	2 25
Cantaloupes, 45s, per crate	....	6 00
Cherries, California—		
9 rowed boxes	....	2 75
10 rowed boxes	....	2 50
11 rowed boxes	....	2 25
Cocoanuts, per sack of 80	5 00	5 50
Lemons, Messina, old	....	4 50
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	5 50	6 25
Oranges, Messina, oval ½ box	....	2 50
Limes, per bag of 100	....	1 50
Peaches, California, Alexanders, box of 8-10 dozen	2 25	2 50
Pineapples, Florida—		
42s, per case	....	3 00
36s, per case	....	3 25
30s, per case	....	3 75
24s, per case	....	4 00
Plums, 4 basket carriers	....	2 50
Strawberries, Canadian, quart	0 10	0 17
Watermelons, 27 to 30 lbs., each	0 40	0 60

VEGETABLES.—"Potatoes are the only thing that is going down," states one broker, "and they are falling as rapidly as other stuff is advancing." Virginia is shipping heavily so that decline of even another 25 cents is expected.

Canadian hot-house tomatoes have also made their way on to market, coming from Aldershot. Prices range from $2.50 to $3.00 per 11 quart basket. Quality is fine. Mississippi has also begun to ship, goods arriving in 4 basket carriers and selling at $1.25 to $1.40.

Domestic beets and carrots are also appearing, causing easier prices. Cabbage is exceptionally scarce, causing an advance of 50 to 75 cents.

Asparagus, domestic, 11 qt. basket	....	1 75
Beans, green, hamper	....	2 50
Beans, wax, hamper	....	3 00
Beets, Canadian, new, doz. bchs.	....	0 40
Beets, imported, per box	....	1 50
Carrots, Canadian, new, doz. bchs.	....	0 40
Carrots, imported, per box	2 00	2 25
Cabbage, Virginia, new, crate of 4-5 doz.	3 25	3 50
Cucumbers, Florida, hamper	2 75	3 00
Lettuce, domestic heads, doz.	0 30	0 40
Mushrooms, per lb.	....	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 00	2 50
Texas, Bermudas, 50-lb. crate	....	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	....	0 10
Peppers, green, basket	....	0 50
Peppers, green, hamper of 6 boxes	2 25	2 50
Parsley, large bunches, doz	....	0 75
Peas, green, hamper	....	3 50
Potatoes—		
New, per barrel	3 50	3 75
New Brunswick, per bag	1 00	1 10
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 25
Spinach, Canadian, bushel	0 25	0 40
Tomatoes, Florida, case	3 00	3 50
Tomatoes, Mississippi, 4-bkt. carriers	1 25	1 40
Water cress, domestic, 11-qt. basket	0 50	0 75

Season for Mackerel Draws to a Close

Easier Prices Expected on Frozen Halibut Next Season Owing to Heavy Supplies Now Being Laid Away—Lobster Pack Only About Two-thirds That of Last Season.

MONTREAL.

FISH.—Feature of fish market is fact that no shad have been found in river so far this season. This is something unprecedented, for every year, as far back as there are any records, shad have always come up the river at this season and usually in great schools. The reason given for their non-appearance this year is that this variety of fish was caught in such large numbers in past year that there are not many to come up. Practically all the shad received here this year have been obtained from United States points and from St. John's.

Quantity of North Shore salmon arriving is not as great as expected, and, as demand is quite heavy, prices are firm and advancing. It is expected that next week will see much higher prices ruling for this fish. Halibut is plentiful this week, and prospects are good for future supplies. Shortage advised some weeks ago has been fully overcome, and it is expected that price for coming season's frozen halibut will be lower than last year owing to large stocks now on hand in storage.

Lobsters are higher in price this week owing to more fisheries being affected by closed season, which will be general in about two weeks' time.

Lake fish are more plentiful, but brook trout are still scarce and price rather exorbitant. Haddock and cod are coming in freely. Doree is scarce, but pike, lake trout and whitefish are in good supply.

FRESH FISH.		
Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Buck shad, each	....	0 30
Carp, per lb.	....	0 07
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 15	0 16
Steak cod, per lb.	....	0 06
Trout, brook, per lb.	....	0 25
Trout, lake, per lb.	0 11	0 12
Frog's legs, large, per lb.	....	0 50
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	....	1 80
Mullet, per lb.	....	0 07
Mackerel, per lb.	0 10	0 12
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12
FROZEN FISH.		
Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 06
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	0 08
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07
PREPARED FISH.		
Boneless fish, in blocks, 20 lb. boxes, per lb.		0 06
Dry Pollock, 100 lb. bundle, per bundle		6 00
Pure cod tablets, 20 lb. boxes, per lb.		0 10½
Pure cod, 3 lb. box, per lb.		0 15
Shredded cod, 2 doz. in box, per box		1 80
Boneless strip cod, 30 lb. box, per lb.		0 10
Pure skinless cod, 100 lb. boxes, per lb.		6 50
SALTED AND PICKLED.		
Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl	5 00	5 00
Labrador herring, per half bbl	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	6 00
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08
SMOKED.		
Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22
CRUSTACEANS.		
Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 20
Lobsters, boiled, per lb.	....	0 22
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00
SHELL FISH.		
Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH. — Though now plentiful, mackerel supply will likely be at an end in a few weeks. Run is coming to an end, so that few more will be coming forward. Restiguse salmon are weak. Prices this week have dropped to 22c to 28c, and are likely to fall during next couple of weeks to an 18c basis. Judging from present abundant supply of halibut it is expected that there will be no scarcity of this in frozen stocks next winter, and that lower prices will prevail. Salmon now offering show excellent quality, and are selling well. Supplies are plentiful, but not so great as to cause reduced prices. Whitefish are coming on in larger quantities, and trout falling off somewhat. Herring and perch are both inclined to be scarce. Halibut, trout, whitefish and yellow pickerel still continue to hold foremost place so far as bulk in sales go.

FROZEN FISH.		
Roe shad, each	1 00	1 25
Whitefish, per lb., straight	0 09	0 10
FRESH CAUGHT FISH.		
Eels, live, per lb.	....	0 10
Flounders, per lb.	....	0 07
Haddock	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	0 08
Lobsters, live, per lb.	0 25	0 40
Mackerel, weight from 1½ to 3 lbs. each	0 15	0 25
Perch, per lb.	....	0 10
Pickerel, blue, per lb.	....	0 08
Pickerel, yellow, per lb.	....	0 12½
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 22	0 28
Salmon, B.C., per lb.	....	0 23
Steak cod	0 07	0 08
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 13
SMOKED.		
Finnan haddie	0 07½	[illegible]
Kippers	1 10	1 25
Bloaters, 60s	....	1 25
Fillets	....	0 13
PREPARED.		
Cod, 2-lb. boxes, 12 to crate	....	[illegible]
Acadia cod, 2-lb. boxes, 12 to crate	....	[illegible]
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	2 25
Skinless, cwt. (100 lb. boxes)	....	7 00
SALTED AND PICKLED.		
Holland herring, per keg	0 80	0 85
Shrimps—		
Pike, per lb.	0 06	0 07
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Extra, per lb.	....	0 16

ST. JOHN.

FISH.—Dealers are disappointed with the catch of shad thus far. Supply has been below average. Wholesalers have been unable to meet demand, and there have been few shipments to outside markets, as the local trade could handle all that came. Usually New England market takes a large number of both shad and salmon. Latter are being received in slightly improved supply, but the price is still high. There is little sale for smoked or pickled stocks, but all lines of fresh fish are selling well.

HALIFAX.

FISH.—Activity continues in local fish market. Almost daily vessels are arriving here with good fares of mackerel. The run of fish has been unusually good, and there is a ready market for all that are landed. Most lobster canning factories are now closed down for season. Total pack is only about two-thirds that of last season. Prices continue at high mark.

Market is well supplied with cod, haddock and halibut, but with only a fair demand. Salmon are more plentiful, and price a little easier. There has been a fair catch of cod to date. Herring are fairly plentiful.

Produce & Provisions

Packers are Bearish on Live Hog Question

Attempts to Hammer Down Prices Have So Far Failed—Butter Shows Tendency Towards Weakness—Egg Dealers Begin to Sell on Quality Basis and Advocate Complete Adoption of System.

Firmness continues to prevail in market for all pork products even though market for raw material is a little easier. Packers are doing their best to hammer down prices to the producer, claiming that prices on meats are now as high as consumer will stand and that prices on raw material are too high in proportion.

Following up buying by the "loss-off" system, some dealers are attempting to divide eggs up into three different classes and charge directly according to quality. Though this is being introduced only by some, those who have adopted it claim it is only fair way and that it should become universal until a better method comes into vogue.

Butter holds steady, but with heavy receipts, there is a tendency towards weakness. Dairy is coming plentifully, but it is stated that total receipts are below those of former years at corresponding periods. Hot weather is now beginning to have its effect on market.

Following table shows receipts of butter, cheese and eggs on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
Week end. June 14, 1913......	22,338	60,809	11,468
Week end. June 15, 1912......	22.278	72,908	10,598
Season May 1 to June 14, 1913.	99.658	210,747	94,675
Season May 1 to June 15, 1912..	98,913	250,781	98,443

MONTREAL.

PROVISIONS.—As predicted last week, price of barreled pork has advanced. Heavy mess pork, heavy short cut, heavy clear backs, advanced to $30 per barrel, which is a gain of $2.50 per barrel. Other than this there are no outstanding features in either cured meat market or live hog market. Trading is quiet and of good volume. American market is quiet and featureless. Lower price of live hogs has caused price of dressed pork to decline to $14.50 which is more in keeping with live weight price.

Cottage rolls are steady at 20c under a heavy demand. Picnic hams are higher at 16c. Several packers state that high prices are tending to curtail consumption as average man cannot afford to pay present high prices for cured meats.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.........	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	....	0 16
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 17
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.......	....	0 16½
Square shoulders, bone in, per lb.......	....	0 15
Cottage rolls, small, 4 lbs., per lb......	....	0 20
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb............	....	0 14½
Flanks, bone in, not smoked, lb........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net. per lb............	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb...............	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl, 35-45 pcs......	$30 00
Canada short cut back pork, 45-55 pcs., bbl......	28 00
Heavy short cut clear pork, bbl....................	30 00
Heavy clear fat backs, 40-50 pcs., bbl............	28 50
Heavy clear fat backs, 40-50 pcs., bbl............	30 80
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb..............	....	0 06

HOGS.

Live weight, per 100 lbs....................	10 00	10 25
Dressed pork, per 100 lb.	....	14 50

BUTTER.—Local market is steady at last week's quotations although country boards are lower, but as this butter has not yet arrived on local market it has not been affected by decline on Saturday last. However, it is quite probable that price may decline when this butter arrives. This is rather uncertain, however, owing to heavy demand and present low levels.

Fresh creamery print	0 28	0 27½
Creamery solids	....	0 27
Farmers' separator butter	....	0 24
Dairy prints, choice	....	0 24
Dairy solids	....	0 24

EGGS.—Prices advanced quite sharply on eggs during past week. New laids show an advance of 3c per dozen. With warm weather continuing it is expected that price of new laid eggs will advance further and that price of storage eggs will decline. It is stated that the "loss off" system of buying is working satisfactorily, although there are a few smaller firms who are reported as not sticking closely to new method and catering to shippers by accepting eggs on old basis. However, this element is being gradually won over to new plan and it is expected that within a short time everyone will be working in unison for common good.

Eggs—		
New laid, in 30 doz. case, doz........	....	0 29
New laid, in cartons	....	0 30
Selects, in case, per doz.	....	0 27
No. 1, in case, per doz................	....	0 24

CHEESE.—Only new development in cheese market during past week was a better export demand, although sales were not plentiful owing to fact that price offered did not give sellers a fair margin of profit. Locally, prices remain same as last week under a steady demand. June cheese will be coming forward next week, it is expected.

Cheese—	New.	Old.
Large	0 13	0 14½
Twin	0 13	0 15
½ Twin	....	0 15
Stilton	....	0 17

POULTRY.—There is nothing new in poultry market this week. Prices are firm and supplies are coming forward slowly, which is giving storage men ample time to clear up stocks before rush comes. More broilers are coming forward this week but prices remain same, as there is a good demand for these and market could easily absorb more than are being offered at present.

Broilers, spring, 3 lb. pair	....	1 50
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	....	0 22
Fowl, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Turkeys, per lb.	....	0 25

TORONTO.

PROVISIONS.—Though buyers are looking anxiously for lower prices on hogs, as yet they have been unable to pull them down. So long as hogs remain up, prices on meats will hold firm, or even advance slightly above present levels. But until some marked reduction is made in cost of raw material, packers are not at all likely to ease off from their present level.

Lard is steady, but with tendency towards easing off owing, it is stated, to big dealers feeling inclined to reduce their stocks somewhat.

HAMS—		
Light, per lb.	....	0 20
Medium, per lb.	....	0 20
Large, per lb.	0 18	0 18½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
BACON—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15¼
COOKED MEATS—		
Hams, boiled, per lb.	0 28	0 29
Hams, roast, per lb.	....	0 29
Shoulders, boiled, per lb.	....	0 21½
Shoulders, roast, per lb.	....	0 22½
BARRELLED PORK—		
Heavy mess pork, per bbl	24 00	25 00
Short cut, per bbl.	28 50	29 00
LARD. PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD. COMPOUND—		
Tierces, 400 lbs., per lb.	0 09½	0 10
Tubs, 60 lbs., per lb.	....	0 10½
Pails, 20 lbs., per lb.	....	0 11
HOGS—		
Live, f.o.b., per cwt.	....	9 50
Live, fed and watered, per cwt.	....	9 85
Dressed, per cwt.	....	14 50

BUTTER.—"Judging from amount offering," states one dealer, "butter should be easier. We are now past the middle of June, however, and thus past the period for heaviest making, but should rain come and improve the pastures we would likely have heavy supplies for some time yet, which would tend to cause lower prices."

"Western provinces are going into more mixed farming. Report states that the cow population there has more than doubled in the last 4 or 5 years. This would indicate that the West will soon be in a position to produce enough to meet its own requirements, and thus draw less heavily on Ontario." This opens up a new feature which in future will bear upon Eastern markets.

At present butter is steady with a slightly weaker tendency.

	Per lb.	Per lb.
Butter—		
Creamery prints, fresh	0 26	0 28
Creamery solids	0 25	0 26
Dairy prints, choice	0 20	0 22
Dairy solids	0 18	0 19
Farmers' separator, prints	0 23	0 24

EGGS.—Eggs are still coming forward in large quantities. At present, though prices are high and firm, opinion has it "that prices are too high, and it looks as if they would have to come down for the summer." Some dealers, anticipating heavy supplies of eggs in the fall owing to hens laying earlier than usual this spring, and setting earlier than in other years, predict low prices to rule in August and September. Others claim that prices are now as low as they will go, and so are taking a chance and storing heavily now.

Following up the loss-off system of buying we quote:

	Per dozen.	
Eggs, case lots—		
Selected new laid	0 26	0 27
Fresh gathered	....	0 24
No. 2's	0 19	0 20

CHEESE.—Owing to market getting pretty well cleaned up, old cheese is this week firmer, selling at 15c. New is starting to move a little. On country boards it was easier at end of last week but has since firmed up. It is now selling at 1½ cents lower than last year at corresponding period, but is firmer than at that time.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15¼	0 15½
New, large	0 13½	0 14
New, twins	0 14	0 14¼

POULTRY.—A lot of live poultry was offered at close of last week, and is coming along pretty well this week so far. Some broilers too are offering but demand for these has not yet become general. Frozen stocks still move freely.

Frozen—		
Chicks, milk fed, lb.	0 25	0 28
Chickens, dressed, lb.	0 20	0 22
Ducks, dressed, lb.	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Broilers, per lb.	0 22	0 25
Fresh—		
Fowl, dressed, per lb.	0 18	0 20
Fowl, live	0 14	0 16
Spring broilers, 1½ lbs. and over	0 40	0 50
Turkeys, Old Tom, per lb.	0 18	0 20

WINNIPEG.

PRODUCE AND PROVISIONS.—A feature of week is decline of some seven cents in creamery butter due to heavy supplies of cream and sharp competition. Dairy butter and eggs are weaker. Lard and cured meats are easy. There is some activity in seneca root as the new crop is now coming in.

Butter—		
Creamery	0 26	0 24
Dairy, best	....	0 21
Dairy, No. 1	0 19	0 20
Dairy, No. 2	0 17	0 19
Cooking	0 16	0 17
Eggs, per doz.	0 18	0 19
Cheese—		
Ontario, large	....	0 15¼
Ontario twins	....	0 15½
Manitoba large	....	0 14½
Manitoba twins	....	0 15
Lard—		
Tierces, per lb.	....	0 13¾
50 lb. tubs	....	7 00
20 lb. pails	....	2 85
3 lb. tins, cases	....	8 85
5 lb. tins, cases	....	8 80
10 lb. tins, cases	....	8 70
Cured Meats—		
Hams	0 17	0 20½
Bacon	0 20½	0 24
Long clear D.S.	....	0 15¾
Shoulders	....	0 15½
Mess pork	....	28 00
Seneca root, new crop, per lb.	0 40	0 50

Shows Provision Window Every Dull Day

Hot Sunny Days Not Conducive to Displaying Perishable Goods, But Toronto Grocer Takes Advantage of Dark and Rainy Weather—Uses Price Tickets and Display Cards—Good Trade in Provisions Worked Up.

As the weather is now too warm to leave meats in the window continually, A. T. Swift, grocer, Roncesvalles Ave., Toronto, has followed out the practice of arranging a window display of meats every dull day. Mr. Swift states, "My window is the best advertisement I ever had. Everybody knows a grocery store when they see it, but everybody does not know whether a grocer carries a full line of meats or not. A simple, clean arrangement of hams, bacons, etc., in the window makes such a difference to the amount of business done that it sometimes would seem worthless to try to sell without a window."

Use The Price Ticket.

Mr. Swift is a firm believer in ticketing of all kinds. Sometimes he puts on the meats nothing but a price; sometimes a ticket reading "mild cured," "rich flavor," etc., and sometimes a motto such as "Good goods make good customers—We keep that kind" or "You've tried the rest, now try the best." But no matter what the ticket, the arrangement of meats always comes first, and the ticket is added as a further argument. Choicest cuts are shown, and always with the cut toward the street so that passers-by can get an idea of the quality to be had.

Nothing But The Truth.

Following up the window display Mr. Swift continually talks quality to his customers. And in warm weather when goods have to be kept in the refrigerator even greater salesmanship efforts are made. To tell exactly what the goods are is a strict policy of the store. "If goods are A.1, say so; if of indifferent quality, tell the purchaser that also. I would sooner throw stuff in the garbage than sell it as first-class goods when it is not strictly up to the mark."

On principles such as this Mr. Swift has built up his trade until the provision department is one of the main ends of his business.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1,000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack	$ 2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.	
Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.	
Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.	
Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 50
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages. 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes ..	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers, No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes ..	0 37
Lunch bars, 5-lb. boxes ..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box. ..	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box. $1.25 per box.

The above quotations are f.o.b. Montreal.

An Expression of Thanks—

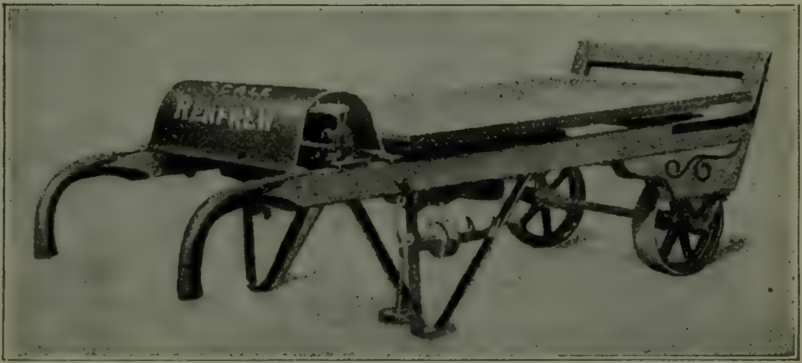
We take this opportunity of extending our deepfelt appreciation to the trade for their kind, courteous co-operation in extending the sales of

Melagama Tea

It is this hearty co-operation on the part of our dealers that made the week ending June 14th, 1913, a record-breaking week in the sale of package teas by this house.

Minto Bros.
Toronto

Avoid that Heavy Lifting



Equip your store with this practical labor, time and money saver—the RENFREW SCALE TRUCK. You can truck in all those big bags, barrels and boxes in shortest time and saving yourself unnecessary exertion. Moreover, you can weigh the goods as they come in and catch any shortages. This is just what you need. Write for fuller particulars.

RENFREW SCALE COMPANY, Renfrew, Ontario

COOK'S FRIEND BAKING POWDER

Has a Pedigree but Has No Alum

On the market for over 50 years
Not suffering any with age, either.

Ask Your Wholesaler

W. D. McLaren Limited, Montreal

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.....	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz...	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.....	4 75

Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.

SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.....	1 05
2 oz. (all flavors) doz......	2 00
2½ oz. (all flavors) doz....	2 30
4 oz. (all flavors doz......	3 50
5 oz. (all flavors) doz......	4 50
8 oz. (all flavors) doz......	6 50
16 oz. (all flavors) doz.....	12 00
32 oz. (all flavors) doz.....	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case....	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	5 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s ..	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork. 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse , 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil	
Cs. 200 7-oz. pieces cs......	7 50
Cs. 200 10-oz. pieces, cs. ..	12 00
Cs. 100 10-oz. pieces, cs. ..	6 50
Cs. 50 ¾ lb. pieces, cs. ..	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08
Cs. "Le Lune," 65 p.c. olive oil.	
Cs. 50 ¾-lb. pieces, cs. ..	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.

BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice. 36 splits	4 75
Apple Juice, 12 qts.........	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts....	4 50
Sparkling Cider, 24 pts....	4 75
Sparkling Cider, 36 sp.....	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts......	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00
Frs. "Petit" Peas.	
Fins, tins. ½ kilo, 100.....	10 00
Moyens, tins ½ kilo, 100..	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	Gall.
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats. ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case..	0 11¼
Cases, 5 lbs., 12 to case..	0 11⅛
Cases, 10 lbs., 6 to case..	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND. "SHREDDED."

1 lb. glass (2 dz case).	$1.90	$1.80
2 lb. glass (1 dz case).	3.20	3.00
4 lb. tin (1 dz case)....	5.50	5.35
7 lb. tin (½ dz case)..	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case).	$1.60	$1.55
2 lb. glass (1 dz case).	2.80	2.70
4 lb. tin (1 dz case)...	4.80	4.65
7 lb. tin (½ dz case)...	7.75	7.50

MUSTARD.

COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb..............	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI

D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb..	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.

JELL-O.

Assorted case, contains 2 doz.	1 90
Straight.	
Lemon contains 2 doz.....	1 80
Orange contains 2 doz.....	1 80
Raspberry contains 2 doz..	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz...	1 80
Cherry contains 2 doz.....	1 80
Peach contains 2 doz......	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz...	2 50
Vanilla contains 2 doz.....	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.....	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases..........	$ 5,00
Five cases or more........	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall.. gross lot	20 00

Sit In Your Office

and get your Western business through us

With five large warehouses and a staff of live representatives in daily touch with all parts of the vast Western territory, we are in a position to do better justice to your line than you are, even by sending your travellers out to call on the trade direct. We are well known and handle only reliable lines, covering the territory often. We want to handle accounts in Western Canada for manufacturers of Europe, United States and Eastern Canada. We guarantee sales.

Do not overlook this market—WRITE US TO-DAY.

NICHOLSON & BAIN

Wholesale Commission Agents and Brokers

HEAD OFFICE, WINNIPEG, MAN.

Branches: LETHBRIDGE, REGINA, SASKATOON, EDMONTON, CALGARY

"Star" Brand

LARD

For hot weather use we put up lard in one pound cartons. This insures cleanliness and promptness in filling orders for your customers.

For Camp and Summer Cottage trade we put up 3, 5 and 10 pound tin pails with sealed tops. Prices are reasonable and goods right.

Made under Government inspection.

F. W. FEARMAN CO.
LIMITED
HAMILTON

Upton's

PURE FRUIT JAMS

contain the last—and best—word in jams.

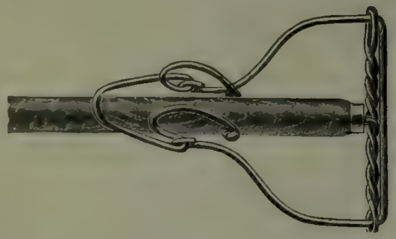
Price and quality equally attractive.

Ask your jobber or write us.

T. UPTON CO., LIMITED

Sales Dept.: St. Catharines, Ont.
Factory at: Hamilton, Ont.

ELY'S No. 23



¶ This is an All Wire Mop Head. The head and Slide made of No. 9 Tinned Wire. The Head twisted to make it stiff and stronger than even any cast iron head. Lever and spring of No. 10 tinned, spring, tempered wire, making the Mop Head practically rustless and unbreakable. No sharp corners to mar baseboards or furniture.

¶ Try a sample gross. If your jobber does not carry them in stock write us.

Theo. J. Ely Mfg Co.
Manufacturers of 23 styles of Mop Heads
25th and Ash Streets
Erie, - Pennsylvania

TOMATOES,
CELERY,
PINEAPPLES,
ORANGES,
BANANAS.

Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive

They're fine

Ask your Jobber for price now before the real demand starts.

"St. Nicholas"
"Puck"
"Home Guard"
"Queen City"

J. J. McCABE
Agent
Toronto, Ont.

Hirondelle
(Swallow)

Macaroni, Etc.

stands out pre-eminently as the leader amongst alimentary pastes. You cannot get any better, so why bother with imported lines on which your profit is not so good?

The extreme care taken in its manufacture and the cleanliness of the factory both go hand-in-hand in bringing **Hirondelle Brand** to the top of the ladder.

C. H. Catelli
LIMITED
MONTREAL

Safeguard Yourself Against Complaints

by stocking goods beyond criticism. We do not mean to boast, but positively in

RED ROSE **Baking Powder**
Jellies
Extracts

we have something which cannot fail to please.

Prepared by a chemist who has hitherto won a name for himself in Great Britain, etc.

Ask your wholesaler or write

A. W. HUGMAN, LIMITED
MONTREAL

Pineapples

Down to Rock Bottom

The quality is now at its best and prices are low.

Get your preserving orders together and send to us.

We guarantee the best pineapples leaving Toronto.

LARGE GRADE **FINE COLOR**
RIGHT PRICE

WHITE & CO., LIMITED
TORONTO and HAMILTON

Extra Fancy Florida Pineapples

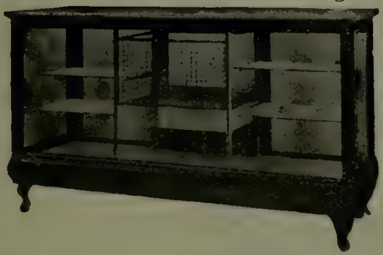
We have been fortunate in securing two cars of **Large Sizes.** These pines are the very finest grown, and have a most delicious flavor.

STRAWBERRIES will be scarce and high in price. Sell your people these pines in their place.

LARGE — SWEET — JUICY.

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY



The Arctic Silent-Salesman

the sanitary way of displaying perishable goods

There's a limit to everything—fresh goods won't stay fresh for ever, and people are not going to ask for them if they do not know you have them in stock. The best way is to show your perishable goods in the Arctic Silent Salesman Refrigerator. It keeps them in perfect condition and promotes quick sales. You'll save its price in a short time. Write for catalog.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO
Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

Elgin Brand

SMOKED MEATS

—they're as appetizing as ever cured meat was

The curing of meats require years of practical experience to perfect. This is the reason why Elgin Brand Smoked and Cooked Meats have no equal in the trade.

We handle only the best grade of dairy products and selected eggs .

Try our Old Canadian Cheese.

Send for Post Card Order Book.

We solicit your Cold Storage consignments.

The St. Thomas Packing Co.
LIMITED
Pork Packers and Provision Merchants, Pork, Pork Products and Beef, Butter, Eggs and Cheese.
ST. THOMAS, ONT.
Wholesale Branches at Windsor and London, Ont.
Let us send you one of our Post Card Order Books.

Those Who Know
Cane's Washboards
Always Specify Them

Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.

A Better Knowledge of
SNAP

will mean bigger sales, and more sales mean more profit.

SNAP
HAND CLEANER

leads, being antiseptic and non-injurious to the most delicate skin.

Snap Used in the Bath

is an ideal refresher! Imparts that cleanly feeling which no soap can produce.

LEAVES THE SKIN SMOOTH AND SOFT

SNAP COMPANY, Limited
MONTREAL, QUEBEC

ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

How much of your stock goes to waste every summer?

Avoid this waste and unnecessary loss by installing the perfect refrigerator—The **Eureka**. In one or two seasons the saving alone will pay for the original cost of the refrigerator.

The **Eureka** is built on the most modern principles of cold, dry air circulation. No zinc or galvanized iron lining to rust and corrode.

Every **Eureka Refrigerator** is built on the experience and perfection of over 27 years.

Get our catalog and prices before buying.

Eureka Refrigerator Co., Ltd.
54 Noble Street, Toronto

Montreal Representative:
JAMES RUTLEDGE - Telephone St. Louis 3076
Distributing Agents, WALTER WOODS & CO., Winnipeg.
Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon.

WHEN SHE SEES ONE SHE WANTS BOTH

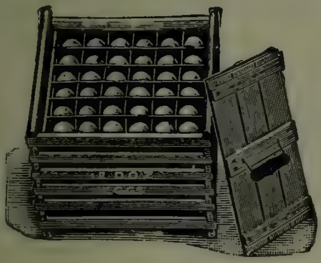
We are advertising both packages of KNOX GELATINE and your customers want to be able to buy both from you. KNOX GELATINE is a splendid seller because a package makes two full quarts of jelly, and because it is wholesome and EASY TO PREPARE.

Tell your customers about KNOX ACIDULATED GELATINE No. 3, which sells for the same price as KNOX SPARKLING GELATINE No. 1, but contains an extra envelope of lemon flavor, and saves them the trouble of squeezing lemons.

KNOX GELATINE pays you a splendid profit out of the retail price of 15 cents a package and the sales come so often it will pay you to—

"Make KNOX your gelatine leader."

CHARLES B. KNOX COMPANY
Johnstown, N.Y.
Branch Factory - Montreal, Canada.



Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

The Busy Housewife

very often relies on the integrity of the dealer to supply her with the best brand of salt. Every aggressive dealer knows that "Purity Salt" will receive a hearty welcome and approval. The quality is always the same—it lives up to the name.

Specify "Purity" when you send in your next order.

The Western Salt Co. Limited
Courtright, Ontario

Don't Shoot at Random!

If you are desirous of adding the class trade to your store you cannot *guess* your stock to suit their demands. To fill the bill you must stock *Carr's Biscuits.* They are *known* for quality, and carry the best trade with them.

Packed for export in air tight tins. Send an order to the nearest agent.

AGENTS:

Wm. H. Dunn
Montreal and Toronto

Hamblin & Brereton
Winnipeg and Vancouver, B.C.

T. A. MacNab & Co.,
St. John's, Newfoundland.

CARR & CO. CARLISLE ENGLAND

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Sweep Your Store
The Easy and Pleasant Way

By enabling you to sweep without raising dust it saves much time in dusting, adds greatly to the appearance of the store and gives it a pleasant odor.

Sold in barrels for merchants' use.

While "Soclean" is a splendid Dustless Sweeping Compound for your own use, it is a good year-round seller. It is sold in a pail (as illustrated) to the householder. Kills moths, makes rugs and floors bright and clean. Housewives always come back for more.

PRICES TO DEALER:

25c Pail, 2 doz. in case (4½ lbs.), enlarged size......	$4.50
40c Pail, formerly 50c, 2 doz. in case (8 lbs.)......	7.20
75c Pail, formerly $1.00, 1 doz. in case (17 lbs.)...	6.75

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada

Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

MATCHLESS
LIQUID GLOSS

A Ready Seller

wherever a good polish can be used.

Makes dusting easy because it collects the dust instead of scattering it.

Tell your customers to try Matchless Liquid Gloss on linoleums and oilcloths, too. It removes dirt and grease and brings back the original brightness.

Put up in attractive lithographed tins, half-pint to five gallons; also in half-barrels and barrels. Write to any of our agencies.

The Imperial Oil Co., Limited

Toronto Winnipeg Montreal
St. John Halifax

Every Pound of Anchor Brand Flour

Satisfies Every Consumer

because of the fineness of texture, flavor, and the fact that it does not cost any more than inferior brands, some of which are heavily advertised as the acme of perfection. There is absolutely no guesswork in Anchor Brand Flours, because they are manufactured on a basis consistent with the available high grade wheat harvested here West.

Test your trade with our free 3-lb. samples and then make your purchases.....merit wins.

Leitch Brothers' Flour Mills, Ltd.

"ANCHOR BRAND FLOURS"

Oak Lake, - - Manitoba

Sterling Brand

People will buy—

In hot weather personal comfort is the first thought. Especially is this true in the matter of drinks—those cooling thirst-quenching kind

"Sterling" Brand

Raspberry Vinegar
Lime Fruit Juice
Grape Juice
Orangeade, etc.

They satisfy in hot weather, the demand is big. Keep stocking up.

THE
T. A. Lytle Co.,
Limited
Sterling Road, Toronto

MASON'S 'O.K.' SAUCE

THE ORIGINAL

As purveyed by appointment to the House of Lords. As supplied to the House of Commons, H.M. Navy & Army, Government Offices and the Leading Hotels and Caterers throughout the World.

CAUTION—No connection with any firm or company trading in a similar name.

THE MARK
OF QUALITY

An introductory size and a certain leader to the larger size. Price **10cts.**

Sole Manufacturers:
GEORGE MASON & CO. LIMITED,
LONDON, ENGLAND.

Represented by:—
The Lind Brokerage Co., 49 Wellington St. E., Toronto.
G. H. Gillespie, 437 Richmond Street, London, Ont.
J. T. McBride, 62 Canadian Life Chambers, Montreal.
Nelson Shakespeare Watkins, Limited, 860-864 Cambie Street, Vancouver.
David Brown, 328 Smith St., Winnipeg, Man.
W. C. Mullins & Co., 25 King St., St. John, N.B.
Fenwick Hendry & Co., Wholesale Distributors, Kingston and District.

D. & J. McCALLUM

PERFECTION SCOTCH

Every dealer knows that these two words represent the finest grade Scotch Whisky made. They represent good round profits and perfect satisfaction to the consumer. McCallum's "Perfection Scotch" wins friends everywhere.

Wm. E. McIntyre, Limited
23 Water Street, General Agent St. John, N.B.

The Hall-Mark of Sardine Superiority

The sardine lover is one of the most particular customers you have. This is a demonstrated fact, and the sale of a poor quality article will have the effect of driving such a customer from your store.

"KING OSCAR" on your sardines is a real insurance against dissatisfied patrons.

You can't afford to take chances — stock "King Oscar" Sardines and you are sure of the finest, uniform sardines, carefully packed in pure olive oil. Get them from your wholesaler.

By Special Royal Permission.

INSIST ON "KING OSCAR" BRAND.

CANADIAN AGENTS

J. W. BICKLE & GREENING
(J. A. Henderson)
HAMILTON, CANADA

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
"Location"
"Dreadnaught"
"Aliford Bay"

FRESH FISH

FISHING STATIONS:—
Skidegate
Aliford Bay
Cumshewa

Manufacturers of
FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Three Lines You Should Know and Introduce to Your Customers

Tone up your stocks of Condensed Milk by adding these three lines—New Ones and Good. They will bring you new customers and quick returns.

St. George Evaporated Milk, 4 dozen in case	$3.60
Princess Condensed Milk, 4 dozen in case	$4.50
Banner Condensed Milk, 4 dozen in case	$5.25

Order them from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East or Halifax. We will prepay freight up to 50c. per 100 lbs.

J. MALCOLM & SON
St. George Ontario

BUILT ON MERIT

The easiest running, quickest grinding and most attractive mill for your store is

ELGIN
National Coffee Mill

It is equipped with our new style force feed steel cutting grinders, which make for fast grinding and durability.

Prompt shipments our specialty.

Ask any of the following Jobbers for our Catalogue;

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches).
VANCOUVER—The W. H. Malkin Co., Ltd.; Wm. Braid & Co.; Kelley, Douglas & Co., Ltd.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; McPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.; R. B. Hayhoe & Co.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co., Dearborn & Co.
REGINA, SASK.—Campbell, Wilson & Smith.
MONTREAL—The Canadian Fairbanks Co. (and branches).
EDMONTON, ALTA.—The A. MacDonald Co.

MADE BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

Delightful With Cold Meat

In summer weather cold meat provides the major portion of a meal, especially in the household; to make it as tasteful as possible, some relish must be added .

Paterson's Worcestershire Sauce

has that snap and good flavor to make an ordinary lunch into a delicious delight for the appetite.
Made in Scotland, under the best factory conditions.

ROWAT & CO.

GLASGOW, SCOTLAND

CANADIAN DISTRIBUTORS:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

THESE FISH ARE SUFFICIENTLY COOKED AND MAY BE EATEN COLD
BRUNSWICK BRAND
KIPPERED HERRINGS
Breakfast Delicacy
PREPARED BY
CONNORS BROS. LTD
BLACK'S HARBOR, N.B. CANADA.
Diploma awarded at St John Exhibition 1893
THEY SHOULD NOT BE LEFT IN THE TIN AFTER IT IS OPENED

Goods With An Appearance —Goods With A Reputation —Goods With A Profit

CONNOR'S High Class Sea Foods, Brunswick Brand, are prepared in the most modern factories on the Atlantic coast; employ the most skilled help; secure the pick of the fishermen's catches; pack the goods scientifically in the most sanitary tins obtainable, and in consequence have the goods with good appearance, reputation for quality and good payers of profit.

Our aim has always been to co-operate with the wholesale and the retail grocer and to give the consumer a good article at a fair price.

Look over your stock, Mr. Grocer, and see what "Connors'" lines you are short. Then order, of the following list:

¼ Oil Sardines,
¾ Mustard Sardines,
Kippered Herring,
Herring in Tomato Sauce,
Finnan Haddies
  (oval and round tins)
Clams,
Scallops.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.

MEADOW CREAM SODAS

Delicious and Crisp

The value to the merchant and the satisfaction to the customer depends very largely on the length of time sodas stay fresh. Then, too, the ready sale of the sodas ensures quick turnover, and incidentally no stale stock.

Meadow Cream Sodas retain their crisp deliciousness indefinitely, and therefore sell readily. Have you tried them out? If not, introduce them to your patrons now. Send to-day.

The
W. J. Crothers Co.
Kingston - - Ontario
THE BEST OF THEM ALL.

Litster Goods

are made good enough to guarantee. They recommend themselves and sell themselves wherever introduced. Is the best any too good for your trade?

Litster Pure Food Co.,
Limited
TORONTO

A Large Mouth

This is one of the features of the QUEEN SQUARE FRUIT JAR. Made in clear white flint glass, with seamless rubber base and smooth polished top with adjustable fastener. The biggest selling Lightning style Jar in the United States or Canada. This Jar is much superior and should not be confused with the ordinary type of jar.

Sell the Quality Jar during 1913—the "QUEEN."

Manufactured by
SMALLEY, KIVLAN & ONTHANK
BOSTON, U. S. A.
For sale by all first-class dealers in Canada and United States.

A SLIGHT DIFFERENCE

in price on a cheap article like

SAL SODA

should not count when quality is considered

BRUNNER, MOND & CO.'S
ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda Sold.

WINN & HOLLAND, LIMITED
SOLE AGENTS
MONTREAL

THE NAME "FAIRBANK" MEANS SOAP SURETY

FAIRY SOAP

When we tell you that you can depend on FAIRY SOAP as a lively steady seller, sure to satisfy your customers, it's because we know positively that the white, sweet, floating oval cake is the BEST soap a nickel ever bought, and because YOUR CUSTOMERS know it.

We've advertised FAIRY SOAP so extensively that the slogan "Have you a little 'Fairy' in your home?" stands for the "BEST SOAP I CAN BUY" in the minds of women everywhere.

Be sure FAIRY SOAP is prominently displayed—it sells on sight.

"HAVE YOU A LITTLE FAIRY IN YOUR HOME?"

The N. K. Fairbank Company,
LIMITED, - - MONTREAL

When you introduce to your customers a line that really does lighten labor you win the favor and patronage of that customer. This is one reason why so many live grocers are putting to the front

"Young-Tom" Washing Powder

"Young-Tom" has no smell, contains no harmful ingredients and will not injure the finest fabrics or the tenderest skin. It washes perfectly all summer lingerie with minimum effort.

Put in a supply as soon as possible.

We also make **"Glycerine Pumice,"** and **"Tar" Toilet Soaps, Laundry Soaps, etc.**

Young-Thomas Soap Co., Limited
Regina, Canada

You Can't Put the Clock Back

no matter how you try. The hands move on. Just as surely do the sales of Anti-Dust advance, and you should remember that it is now high

"Anti-Dust" Time

Anti-Dust has made a wonderful leap into popularity. Try it on your own floors and you'll realize why.

Our Agents for Ontario:

MacLaren Imperial Cheese Co.
Limited

Fenwick, Hendry & Co. Kingston, Ont.,

he Sapho Mfg. Co., Montreal
LIMITED

Perfection
(BRAND)

Barbados Golden Molasses

Another shipment has just arrived. Going rapidly. Quality so superior that demand is heavy. You need some for your higher class trade.

Ask your wholesaler for

The Very Highest Grade of Molasses Imported.

West India Co., Limited
MONTREAL

Tea Hints for Retailers

By John H. Blake

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:

- The Tea Gardens of the World
- Tea from Seed to Leaf
- Tea from Leaf to Cup
- The Tea Marts of the Orient
- How to Test Teas
- Where to Buy Teas
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas
- HOW TO ESTABLISH A TEA TRADE
- Tea Blending

(275 pages) (24 full-page Illustrations)

Sent to any address on receipt of $2.00

MacLean Publishing Company
(Technical Book Department)
143-149 University Ave., TORONTO

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

PACKARD'S
BLACK "O"
Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND

Packard's Black "O"
UN LIQUIDE ET PATE COMBINES
A LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

A pleased customer calls again.

Have you one of our Dressing Price Lists? If not, write us.

L. H. Packard & Co. Ltd.
MONTREAL

Are You Getting Your Women Customers Directed to Buying Wonderful Soap?

It will pay you to put forth an effort to make the first sale. When this sale is made your work is over with that customer. The quality of the soap brings her back when more is needed. Thus building up a steady trade and good profits.

We quote the following prices for Wonderful Soap and other standard lines:

	Per case.
WONDERFUL SOAP (100 cakes)	$4.15
ROYAL CITY BAR (24 bar)	2.85
PEERLESS BAR (30 bar)	2.45
STANDARD SOAP (100 cakes)	2.30
CRYSTAL SOAP CHIPS (100 pkg.)	3.75

FREIGHT PAID 5 CASE LOTS.
Crystal Soap Chips (200 lb. bbls.) 5½c. Freight paid.
YOURS FOR QUALITY.

GUELPH SOAP CO.
GUELPH, ONTARIO

SAVON PUR
GARANTI SANS FRAUDE

"SHELL" BRAND
Castile Soap

("La Coquille")

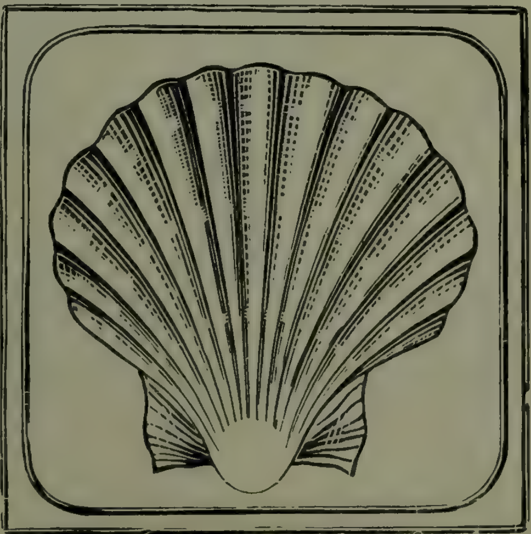
The Standard of Purity
A Pure Oil Soap

Has the largest sale of any Castile Soap in the Dominion. This Soap is especially manufactured by Messrs. Couret Freres, Marseilles, France, for Messrs. Estrine & Co.

For sale by all wholesale houses.

GENERAL AGENTS:

P. L. MASON & CO.
TORONTO



CLASSIFIED ADVERTISING

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE

NEW ARCTIC REFRIGERATOR, SIZE 7 ft. x 9 ft. x 10 ft. high (up-to-date), bargain for quick sale. Also new Toledo Scale. Apply Box 322, Simcoe, Ont.

SITUATION WANTED

GROCER, AS MANAGER OR HEAD CLERK in a "good" grocery store. Has good experience in Nova Scotia and Saskatchewan. Last two years head clerk and assistant buyer in a large Saskatchewan house. Position desired in Nova Scotia or British Columbia. Apply Box 22A, Canadian Grocer, 143-149 University Ave., Toronto. Can.

GROCERY SALESMAN AND WINDOW dresser wants position in Winnipeg or some Western city. Capable of managing. First-class reference. Commence August. Apply W., Box 122, Dauphin, Man.

REPRESENTATIVES WANTED

A SIDE LINE FOR COMPETENT SALESMEN—a commission of 25% will be paid to salesmen of ability calling on grocery, drug, cigar stores, confectionery stores, etc., throughout Canada. Strictly high-grade goods manufactured by largest concerns in Canada. Only men of ability need apply, and by letter only. H. Jackson, Room 724, 64 Wellington St. W., Toronto.

SIDE LINES WANTED

TRAVELLER CALLING ON THE RETAIL trade and mines in Northern Ontario would like some good side line. Address A. L. Box 155, Byng Inlet, Ont.

COLLECTIONS

MERCHANTS—OUR SYSTEM WILL COLLECT your unsavory accounts, no matter where located. Seldom fails. Stamp for particulars. Brown & Co., Hamilton, Ont.

MISCELLANEOUS

BUCKWHEAT FLOUR GUARANTEED pure and unsurpassed by any mill in the province. T. H. Squire, Queensboro', Ont., solicits your orders.

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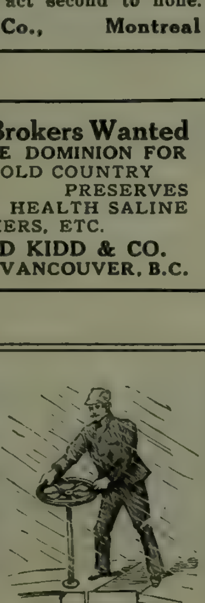

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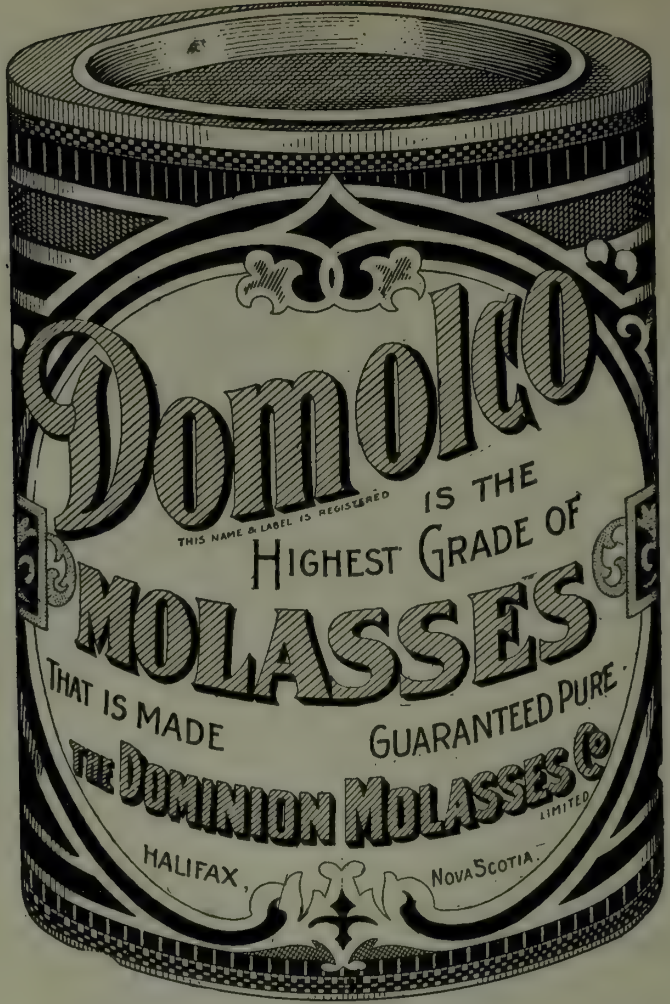

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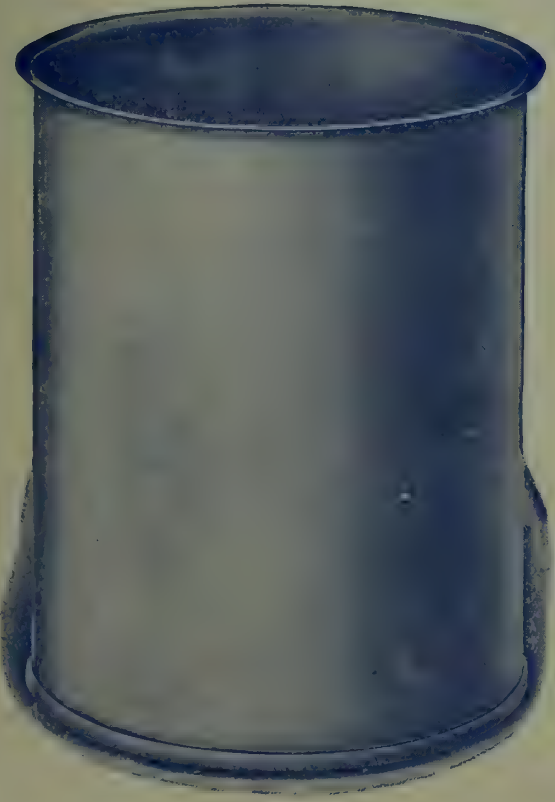

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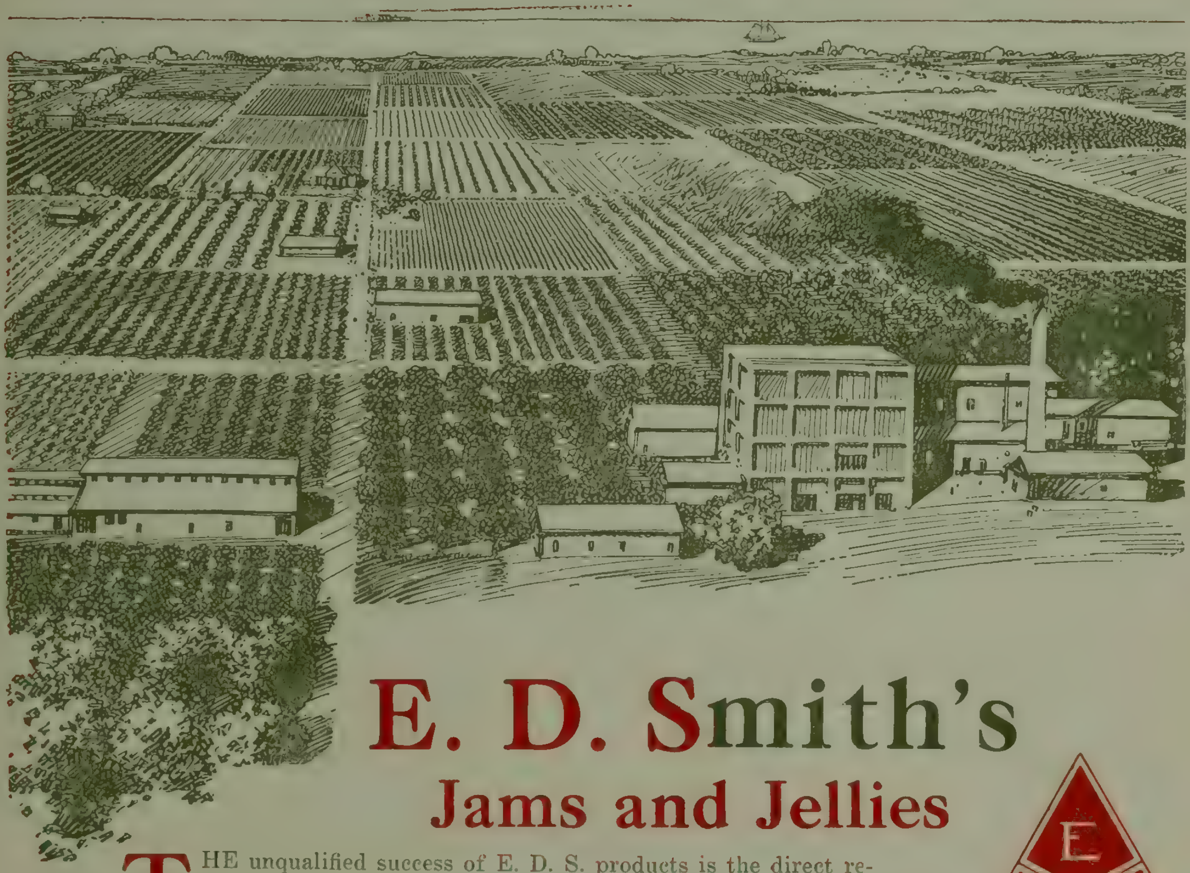

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Brantford MOTOR TRUCKS

"We find that we are able to make from three to four times the mileage in a day than we were formerly able to make with single and double rigs"—*from a satisfied user of Brantford Motor Trucks.*

To increase your mileage is to decrease your operating expenses. Why not do it now? *Write for our catalogue to-day.*

Brantford Motor Truck Co., Limited
Brantford, Canada

BORDEN'S CONDENSED MILK CO.
EAGLE BRAND
Trade Mark of Borden's Condensed Milk Co.
GAIL BORDEN
EAGLE BRAND
Gail Borden
BORDEN'S CONDENSED MILK CO.
NEW YORK U.S.A.

ALL SUMMED UP, the dealer who goes to the trouble of investigating the quality and merits of various makes of milk products, invariably comes to the conclusion that the **Borden** lines are the better quality, and therefore most desired by his patrons. He accordingly stocks and recommends the

BORDEN

BRANDS

Many dealers do not care to go the trouble of investigating or experimenting and so they buy by the name—**Borden**—famed the country over for perfectness of system, integrity and purity. For over 56 years Borden milk products have served the public, and all knowing dealers handle. Display well right now during the camping and picnic season.

Borden Milk Co., Limited
"Leaders of Quality"
MONTREAL
Branch Office No. 2 Arcade Building
Vancouver, B.C.

Last Warning!

We have already mentioned twice that we will not stand for any retailer selling adulterant goods over the counter and stating that they are

"Pride of Canada"

which never knew adulteration.

THE MAPLE TREE PRODUCERS ASSOC.
Limited, Montreal

Manufacturers of and Dealers in Pure Maple Syrup and Sugar

are the pioneers and protectors of the maple industry in Canada, and have a name for pure goods which has created a ready call for "Pride of Canada" from Coast to Coast.

Offenders will be prosecuted.

CENTURY

IF you are not handling Century salt—the pure and unadulterated—you are overlooking a brand that offers you a good profit and a brand that has proven its quality to both dealer and customer.

YOUR customers want a good salt—Century salt is the one good salt. Best for table and diary. Put up in bags and barrels.

Dominion Salt Co., Limited

Manufacturers and Shippers
SARNIA · ONTARIO

SALT

A Japan Tea Special

Quality and Profit both good.

Profit for yourself.

Quality and satisfaction to your customer.

Sometimes your trade insists upon being supplied with a 25c line of Japan Tea, and in order to hold this particular customer you have to let them have it at this price, but do so by SACRIFICING YOUR PROFIT.

We were fortunate this past week in picking up a small line of good Japan, and will therefore be able to PROTECT QUICK BUYERS while this lot lasts. BY BUYING NOW, you can protect yourself, and at the same time be in a position to supply your customers with a good Japan Tea for 25c.

JAPAN SPECIAL hf. chests 80 lbs. 16c.

The above is good in the cup and equal to many teas being offered at 20c and over.

What else can we send you? We are prompt shippers.

FENWICK, HENDRY & CO.

Importers and Manufacturing Wholesale Grocers
KINGSTON - - ONTARIO
Long distance phone 125.

RED RIDING HOOD BRAND

5 lb. SLIP TOP CAN

5 lb. SLIP TOP CAN

Samples and Prices from

Maritime Provinces, Quebec, Manitoba, Saskatchewan and Alberta—W. H. Dunn, 396 St. Paul Street, Montreal.
Toronto—Lind Brokerage Co., 47 Wellington St. E.
Ottawa—E. M. Lerner & Sons, 11 York Street.
British Columbia and Yukon—Kirkland & Rose, 312 Water Street, Vancouver.

The Substantiality of a Business Depends on the Pillars That Support It

These pillars are made up of the various lines of products handled in the grocery store. In the line of a staple product like baked beans, "Simcoe" Brand has proven itself as a strong and profitable support in the business of a large number of dealers.

"SIMCOE"

Baked Beans

give the customer a larger quantity and a better quality. They afford the dealer a larger profit and improve sales.

"Simcoe" Baked Beans have that rich, nutty flavor, made possible by most careful and modern processing. Put up both plain and with chili sauces in large and small tins.

"Simcoe" Baked Beans make sales climb.

Dominion Canners
LIMITED
Hamilton Canada

The Kind that makes Mother Sit Up and Take Notice

E D S James and Jellies are the improved substitutes for home preserved fruits. In fact many housewives have realized this to such an extent that they do not bother canning and preserving in an over-heated kitchen but depend entirely on the Grocer to supply them with E. D. S. *Pure* fruit products.

Have you a full assortment of E. D. S. lines?

PURE
E. D. SMITH'S FRUIT FARMS
WINONA ONTARIO
STRAWBERRY PRESERVES
THE TRADE MARK THAT STANDS FOR QUALITY IN FOOD PRODUCTS
STRAWBERRY JAM

Made only by

E. D. SMITH & SON
LIMITED
WINONA, ONTARIO

AGENTS:—NEWTON A. HILL, Toronto; W. H. DUNN, Montreal; MASON & HICKEY, Winnipeg; R. B. COLWELL, Halifax, N.S.; J. GIBBS, Hamilton.

A Good Profit For The Grocer

There is a good profit for the grocer in selling Shirriff's True Vanilla Extract — an extract that has been popular with Canadian house-keepers for thirty years.

Besides the profit, there is the feeling of satisfaction that comes from selling a high-grade product — a product you will never be called upon to apologize for.

Shirriff's True Vanilla invariably gives the utmost satisfaction to the user, and adds to the prestige of the store that sells it.

Shirriff's

True Vanilla

Imperial Extract Co.
Toronto

FIGURE IT OUT

MR. GROCER---

How many cans of CLARK'S PORK AND BEANS can you sell for every one you sell of other brands? How much more profit, therefore, can you make by handling

Clark's Pork and Beans

**SELL
WITHOUT EFFORT**

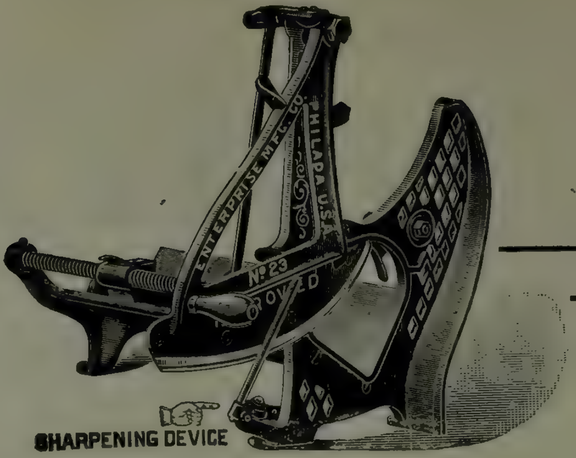
**SAVE
YOUR TIME**

**INCREASE
YOUR BUSINESS**

and give you the all-important reputation of keeping

ONLY THE BEST

W. CLARK, - MONTREAL


ENTERPRISE MFG. CO.
PHILADA U.S.A.
No 23
SHARPENING DEVICE

Dried Beef the Big Seller in Summer Time—You Should Have an ENTERPRISE Beef Shaver

Summer time is dried-beef time, and with it comes the "call to action" in the meat department of the grocery store.

The old system of cutting the meat with an ordinary knife made slices either too thick or else ragged and broken—in short, the service was slow and unsatisfactory.

"Enterprise" Beef Shavers

have solved the slicing problem. They cut thin, wafer-like slices in lightning time. "Enterprise" Beef Shavers improve your service and efficiency, save much valuable time, and increase sales. Built in two styles: No. 23 is the smoked beef shaver with self-sharpening device. The knife is suspended pendulum-like, and each stroke cuts a slice cleanly and quickly. It is regulated automatically to cut from tissue thickness to an eighth of an inch.

Enterprise Rotary Smoked Beef Shaver with Self-Sharpening Device achieves the very highest point in the manufacture of this type of machine. The feed is easily regulated and cannot shift while in use. Slices are absolutely uniform always, the machine being capable of cutting from tissue thickness to a quarter of an inch. The sliced beef falls into a drawer which holds about two pounds.

Either machine will give you entire satisfaction for years and will rapidly earn its cost in increased sales and labor saving. All parts are interchangeable.
They cut without waste.

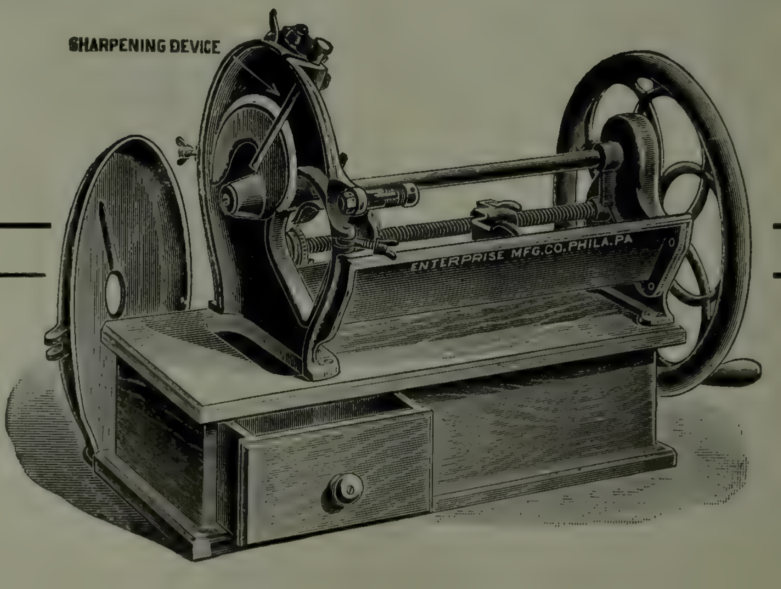
Write to-day for complete catalogue.

The ENTERPRISE MFG. CO. *of* PA.

Patented Hardware Specialties

29 Murray Street, New York
176 North Dearborn Street, Chicago
530 Golden Gate Avenue, San Francisco

Philadelphia, U.S.A.



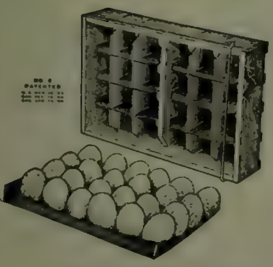
British Columbia
COHOE
SALMON

"SWEET PEA" BRAND

The Kind
Your Customers
Come Back For.

Anglo-British Columbia Packing Co., Ltd.
H. BELL-IRVING & CO., Ltd., Agents
VANCOUVER, B. C.

ONE DOZEN SIZE



TWO DOZEN SIZE

Up-To-Date Dealers Candle Their Eggs

Because they obtain a better price for these "guaranteed eggs," it takes but a few seconds, and no expensive apparatus is needed, as they use—

STAR EGG CARRIERS

Here's the Idea

Fill a STAR EGG CARRIER with eggs, then, in place of the STAR EGG TRAY, slip on a perforated bottom, which is included with every set of STAR EGG CARRIER DIVISIONS, slide the ball in place and then hold the Carrier between yourself and a strong light.

RESULT

You have candled the whole quantity with one operation, feel satisfied that the eggs are strictly fresh, and as they are now ready for delivery, you are sure that your customer gets these SAME EGGS and that there will be no mix-up.

STAR EGG CARRIERS AND TRAYS

Also prevent breakage, count the eggs automatically, stopping miscounts and save time and money in delivery. Using the STAR system therefore, gives you two money-makers for the price of one.

Order from your jobber, to-day, which will enable you to handle your egg trade AT A PROFIT.

If Your Jobber Cannot Supply You, We Will

Star Egg Carrier and Tray Mfg. Co.
1500 Jay Street, Rochester, N. Y., U. S. A.

MODERN GROCERY EQUIPMENT

Adds an air of distinction to your store —and

ATTRACTS TRADE.

The "Walker Bin" System

will save 25% of your floor space and also of your expense for skilled salesmen.

Is this worth your consideration?

We manufacture the best in show cases and refrigerator counters.

Write now for illustrated catalogue and estimates.

Walker Bin & Store Fixture Co.,
LIMITED
Berlin, Ontario

WALKER PATENTED BINS

REPRESENTATIVES:
Manitoba: Watson & Truesdale, Winnipeg, Man.
Northern, Sask.: North-West Specialty Co., Saskatoon, Sask.
Southern Sask. and Alta.: J. N. Smith, Box 695, Regina, Sask.
Vancouver: Western Plate Glass Co., 318 Water St.
Montreal: W. S. Silcock, 33 St. Nicholas Street.
Maritime Provinces: R. R. Rankine, 4 Wright St., St. John, N.B.

WALKER PATENTED BINS

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word

ROYAL
SALAD DRESSING

The Summer time is salad time

Warm weather is the signal for people to discontinue heavy, hot meals and for them to resort to fruit, vegetable, and cold meat salads.

Your best trade will appreciate Royal Salad Dressing for its delightful, appetizing flavor, for its keeping qualities. It's the dressing found in the best cafes and homes.

For sale only by

The Horton-Cato Mfg., Company

WINDSOR, ONTARIO

By Royal Letters Patent.

NELSON'S
Crystal Leaf
GELATINE

Unrivalled in the kitchen, can be obtained from

W. G. PATRICK & CO.
LIMITED

St. Paul St., Montreal.
York St., Toronto.

While You Are Worrying Over Bad Accounts

the merchant who has a Barr Account Register is getting prompt payment from his customers. With each purchase his customers get an accurate, up-to-the-minute statement; customers are constantly reminded of just how much their debt is. This is all done in a most inoffensive way; in fact, the customers are pleased by it.

If you will analyze your bad accounts you will find that a large majority of them are unintentional. Most people, even those who don't pay promptly, are honest. They get behind simply because they allow their bills to grow and grow without realizing that they are going beyond their ability to pay.

You, by giving them a statement only once a month, have helped to make them poor payers. You have made it easy for them to go beyond their depth.

Furthermore, a lot of those bad accounts of yours reached their present size because you had not the time to go over your books before extending further credit. You were not sure just when to call a halt and the account, which might have been kept in good shape, went beyond all hope of settlement. With the

Barr Account Register

you see just what each customer owes you, as each purchase is made from day to day. You are relieved of the cost and drudgery of cumbersome bookkeeping. No more working until late hours of the night posting books and sending out statements. All your bookkeeping and statement rendering is done in one writing—when the purchase is made.

Are you willing to be shown a way of getting your accounts paid promptly; are you willing to be shown a way of wiping out the bad accounts that are sapping your profits? Are you willing to be freed from the old, expensive, tangled, bad-account-producing system of bookkeeping? Then use the coupon below. Do it now. Don't sidetrack and forget the impulse—it means the saving of a lot of money for you.

Barr Registers Limited

Trenton, Ont.

Barr Registers Limited
Trenton, Ontario

Gentlemen:

We will be glad to have you show us how the Barr Account Register will help us wipe out bad accounts and how it will relieve us of the expense of bookkeeping, providing that this places us under no obligation to buy.

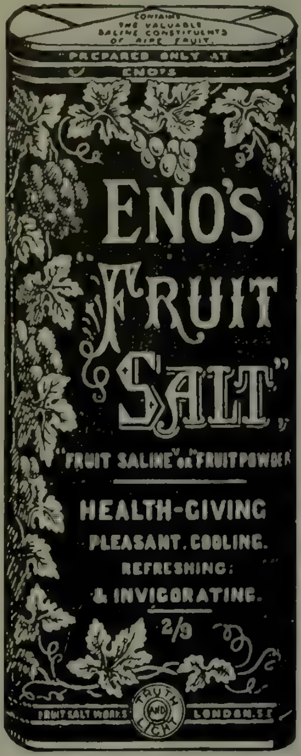
Name ....

Street and Number...

City.................................... Province......................................

Every Household and Travelling Trunk ought to contain a bottle of

ENO'S "FRUIT SALT"



A gentle natural aperient that stimulates the organs of elimination.

A delightful sparkling draught that children like, that invalids can safely take without fear of griping or weakening effects.

Travellers need this valuable preparation to prevent sea-sickness, train-sickness, and illness caused by sudden changes of water or climate.

If you suffer from Constipation, Biliousness, or Indigestion, the regular use of

ENO'S "FRUIT SALT"

will promptly correct the disorders and greatly improve your general health.

This world-famous aperient has been in use for forty years, and to-day stands unrivalled.

"It is not too much to say that its merits have been tested from Pole to Pole, and that its cosmopolitan popularity presents one of the most signal illustrations of Commercial enterprise to be found in our trading records."

Sold by Chemists and Stores throughout the World

Prepared only by

J. C. ENO, Ltd., FRUIT SALT WORKS, London, S.E.

A.1.

Advertised by its Admirers

There is always a ready demand for Brand's A.1 Sauce. Being equally delicious with cold or hot meats the demand is unceasing the year round. The summer season is the cold-meat season, so keep A.1 to the front.

Brand's A.1. Sauce

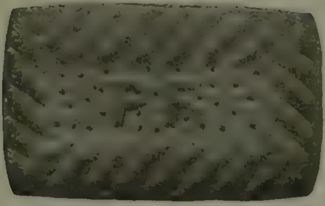
maintains its reputation for appetizing deliciousness in every bottle, a reputation founded by a generation's use on English tables, from those of Royalty down.

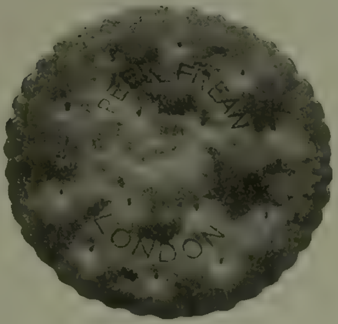
Brand's A.1 Sauce is a world-wide deliciousness. See your wholesaler or any of our agents.

BRAND & CO., Limited Purveyors to H.M. the Late King Edward VII

NEWTON A. HILL, 25 Front St. E., TORONTO **MAYFAIR, LONDON, Eng.**
McLEOD & CLARKSON, Vancouver, B.C.: H. HUBBARD, 27 Common St. Montreal

THREE VERY POPULAR BISCUITS





P.F SHORTCAKE	GOLDEN PUFF	PAT-A-CAKE (reg'd)
Delicious shortbread biscuits.	Very light and flaky.	Dainty shortbread squares.
About 32 to pound.	About 42 to pound.	About 60 to pound.
About 325,000,000 sold first year.		Over 425,000,000 sold in one year.

AGENTS: British Columbia—The W. H. Malkin Co., Limited, Vancouver.
Winnipeg—Ruttan & Chipman, Fort Garry Court, Winnipeg.
Toronto—The Harry Horne Co., 309 and 311 King St. West, Toronto.
Ottawa and Eastern Canada—Frank L. Benedict & Co., Read Building 45 St. Alexander St., Montreal.

PEEK, FREAN & CO., Limited, Biscuit Manufacturers
LONDON - ENGLAND

The Service That Covers All the West

—The Royal Shield Service

This brand of goods has made a vast number of friends, both among the Western trade and the consumers.

Grocers everywhere are pushing Royal Shield Brand to our mutual satisfaction. It comprises the purest of products, which have a very ready sale.

Our service is the best, for our representatives cover their territories often and ship from the nearest of our six shipping points. Try "Royal Shield" Brand Service.

Campbell Bros. & Wilson, Limited, Winnipeg

Campbell, Wilson & Horne, Limited, Calgary,
Edmonton and Lethbridge

Campbell, Wilson & Strathdee, Limited, Regina
Campbell, Wilson & Adams, Limited, Saskatoon

Manufacturers' Agents and Brokers' Directory

The Canadian market is over three thousand miles long and extends from the peach belt to the Arctic Ocean. Manufacturers and merchants can not hope to cover this market satisfactorily or get the best out of their Canadian opportunities without the assistance of local agents. The following firms in all parts of Canada are prepared to act as agents for good lines. The service department of the Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

ONTARIO.

Japan Teas on Spot
Congou Teas on Spot
Ask for samples.

W. H. MILLMAN & SONS
Wholesale Grocery Brokers
Toronto, Ont.

Import—Export 'Phones { Office 2190
Residence 1556

NORMAN D. McPHIE
MERCHANDISE BROKER
COMMISSION MERCHANT
MANUFACTURERS' AGENT

Handling General Grocery, Spice and Produce Lines

Federal Life Building
HAMILTON, - Ont., Canada

W. G. PATRICK & CO.
Limited.
Manufacturers' Agents
and Importers
77 York St. - Toronto

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

THE MARSHALL BROKERAGE COMPANY
67 Dundas St., LONDON, ONT.
Wholesale Grocery Brokers. Fully equipped to act as agents for British, American and Canadian grocery lines. WRITE US.

CONVENIENT, MODERN, WAREHOUSING
at Ottawa, tracks at the door, connection with steamers. Fireproof. Excise Bond Free. Write for low rates.
DOMINION WAREHOUSING CO.,
46-58 Nicholas Street - - Ottawa

WESTERN PROVINCES.

ORR & McLAIN
Importers, Buyers
and
Manufacturers' Agents
Domestic and Foreign Agencies Solicited
507 Confederation Life Building, Winnipeg

H. P. PENNOCK & CO.,
LTD.
Wholesale Grocery Brokers & Manufacturers' Agents,
WINNIPEG
We solicit accounts of large and progressive manufacturers wanting live representatives.

WESTERN DISTRIBUTORS LIMITED
Wholesale Commission Merchants, Customs Brokers and Manufacturers' Agents. Cars Distributed Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
Saskatoon - Western Canada

Eastern Manufacturers Limited
Manufacturers' Agents,
Saskatoon, Saskatchewan.
Cover Northern Saskatchewan completely. The jobbing trade in Saskatoon, Yorkton, North Battleford and Prince Albert is visited daily. We want to represent you in this large and growing territory.

G. C. WARREN
Box 1036, Regina
IMPORTER, WHOLESALE BROKER and MANUFACTURERS' AGENT.
Trade Established. 15 Years
Domestic & Foreign Agencies Solicted

HOLLOWAY, REID & CO.
Cor. Vermillion Ave. and 5th St.
EDMONTON - ALBERTA
Importers and Manufacturers' Agents
We specialize in Biscuits and Candies
We are still open for a few good Agencies

NORTH-WEST SPECIALTY CO.
Manufacturers' Agents
Cover Saskatchewan completely. All large centres visited monthly. Open for agencies for all kinds of Store Fixtures and Specialties. Warehousing facilities.
Suite 109 Willoughby-Sumner Block
Saskatoon, Saskatchewan.

When writing advertisers kindly mention having seen the advertisement in this paper

WESTERN PROVINCES—Continued.

Regina Office—1861 Scarth Street—Phone 2022
Calgary Office—222 North Avenue—Phone M. 6276
Edmondon Office—656 Third Street—Phone 6858

W. H. Escott Co., Ltd.
Wholesale Grocery Brokers
181 Bannatyne Ave., Winnipeg
We Carry Stock
PHONE US | MAIN 6433
"We Have It" | " 6434
AFTER 6 P.M. GARRY 2163
Acadia Sugar Refining Co.

JOHN J. GILMOR & CO.
Wholesale Manufacturers' Agents and Commission Brokers
WINNIPEG, MAN.
Covering Manitoba, Saskatchewan and Alberta. We can give special attention to a few more first class lines. Domestic and Foreigh agencies solicited.

WATSON & TRUESDALE
Wholesale Commission Brokers and Manufacturers' Agents
WINNIPEG - MAN.
Domestic and Foreign Agencies Solicited.

H. G. SPURGEON
WINNIPEG
Wholesale Broker and Manufacturers' Agent
Canadian, British and Foreign Agencies Solicited.
230 Chambers of Commerce.
P.O. Box 1812.

The J. J. TOMLINSON CO.
WINNIPEG
Wholesale Grocery Brokers.
Office and Track Warehouse,
92 Alexander St. E.
Correspondence solicited on domestic and foreign lines.

FRANK H. WILEY
WHOLESALE COMMISSION MERCHANT
and
GROCERY BROKER
757-759 Henry Ave., WINNIPEG

RUTTAN & CHIPMAN
WHOLESALE GROCERY BROKERS
and
MANUFACTURERS' AGENTS
Fort Garry Court, Main Street.
Winnipeg - Canada

Manufacturers' Agents and Brokers' Directory

(Continued.)

Western Provinces—Continued.

SIMPSON PRODUCE CO. Winnipeg Man.

Will be pleased to discuss with agents or manufacturers of Bakers', Butchers' or Grocers' specialties, the introduction of their lines to the Prairie Provinces—we go direct to the trade or through the Jobbers.

Dealers in High Class Produce and Provisions.

Simpson Produce Co. 248-252 Princess St.
Winnipeg Man.

LEADLAY LIMITED
332 Bannatyne Ave.,
Winnipeg, Man.

Grocery Brokers & Importers.
"Eiffel Tower Lemonade."
"Foster-Clarkes Cream Custard.

BRITISH COLUMBIA.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

352-6 Cambie St., Vancouver, B.C.

Can give strict attention to a few first-class Grocery Agencies. Highest References.

O'Loane, Kiely & Co., Ltd.

WHOLESALE GROCERY BROKERS
CANNED GOODS, DRIED FRUITS, ETC.
CANNED SALMON A SPECIALTY

We cover British Columbia and Alberta
Head Office - - Vancouver, B.C.
Reference : The Bank of Montreal.

WORLD RENOWNED

BRAND STUHR.

STUHR'S

GENUINE CAVIARE,

ANCHOVIES IN BRINE

(Salted Sardels).

In Tins and Glasses.

"Please ask for our offer"

C. F. STUHR & CO., HAMBURG.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

SHIP YOUR CARS TO

FERGUSON'S SIDING

Cars continually loading for all cities in the West and Northwest. Inland Revenue and Customs Bonds. Our siding is on G.T.P. and C.N.R., inter-switching with C.P.R. and Midland Railway. Cars distributed carefully.

FERGUSON BROS., Warehousemen,
123 Bannatyne Ave., WINNIPEG, Can.

We have records in our vaults covering ten years' satisfactory service.

C. E. DISHER & CO.

WHOLESALE GROCERY BROKERS AND COMMISSION AGENTS

CANNED AND DRIED FRUITS, BEANS, SALMON

Victoria VANCOUVER, B.C. Calgary

The CAMPBELL BROKERAGE CO.

Manufacturers' Agents and Commission Brokers.

We have our own warehouse and trackage. Shipments stored and distributed. Can give special attention to a few good agencies.

857 Beatty Street . Vancouver B. C.

The CHAMBERLAIN-DOWNEY Company, Limited.

Wholesale Jobbers & Manufacturers' Agents.

Grocery, Confectionery and Tobacco Specialties. Correspondence solicited on Domestic and Foreign Lines.

TRACKAGE AND WAREHOUSE,
1214 Homer Street, Vancouver, B. C.

When writing advertisers, kindly mention having seen the ad. in this paper.

E. O. CORNISH

COMMISSION AGENT
Canned Goods a Specialty

821 Pender St. W., Vancouver, B.C.

McCANN & LANGFORD

Winch Building Victoria, B.C.

Manufacturers' Agents and Commission Brokers.

We can give special attention to a few good agencies. Anything we handle we push

References: Bradstreets, Royal Bank, Union Bank.

NEWFOUNDLAND.

T. A. MACNAB & CO.

ST. JOHN'S NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references.
Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

Mathieu's Nervine Powders

MATHIEU'S
NERVINE POWDERS
For Headache and Neuralgia
Contain no Opium, Morphine or Chloral.
One powder will relieve and a few powders will cure you,
If you have a bad headache,
If you are feverish,
If you do not sleep well,
If you are nervous,
If you have LaGrippe,
If you suffer from neuralgia.
These powders are very good for children cutting their teeth.
18 Powders for 25 cents
DIRECTIONS

are a simple but effective remedy in all forms of headaches—a remedy which every merchant can recommend as a quick and sure cure.

Try *Mathieu's Nervine Powders* yourself at our expense as per coupon attached, if you don't know them and are a sufferer from headaches.

As a remedy for colds and bronchial troubles Mathieu's Syrup of Tar and Cod Liver Oil has become famous and this sister preparation —Nervine Powders—is rapidly winning its way.

The
J. L. MATHIEU CO.
Proprietors
Sherbrooke, P.Q.

Please send regular box of Mathieu's Nervine Powders to the following address:—

Name ....
With (Name of firm) ....
Street ....
City or town ....Prov..........

Tartan BRAND
THE SIGN OF PURITY

COFFEE

GROWN, ROASTED AND BLENDED FOR GROCERS WHO VALUE SATISFIED CUSTOMERS

Royal Stewart	Gordon	Highland Lassie.	Rob Roy
A blend of the highest grade to satisfy particular people. Retails at 45c.	A blend of high grade Coffees, pleasant and satisfying. Retails at 40c.	A blend of good Coffees to retail at 35c.	Cheap in price but worthy in quality. To retail at 30c.

BALFOUR, SMYE & CO., Wholesale and Manufacturing Grocers **HAMILTON**

RICE'S SALT

THE TABLE SALT ABOVE THE AVERAGE

Your order to-day, for any amount, will be appreciated, for it is a certain forecast of your continued patronage. The Quality and Purity does it every time.

We ship promptly. Get our prices.

THE NORTH AMERICAN CHEMICAL CO., Ltd., Clinton and Goderich, Ont.

BUY

STAR BRAND

Cotton Clothes Lines

AND

Cotton Twine

Cotton Lines are as cheap as Sisal or Manila and much better

For Sale by All Wholesale Dealers

SEE THAT YOU GET THEM

A Seasonable Line

OUR NEW

Sandwich and Salad Olive

all ready for the table

Pimento Stuffed
Celery Stuffed
Plain Pitted

in salad form

Ask your wholesaler for this 8 oz. bottle.
Retails at 25c.

Gorman, Eckert & Co.
LONDON, ONTARIO

Western Selling Agents:
MASON & HICKEY, Winnipeg

More Than Ever in a Class by Itself

One of our 12 new models. Wouldn't it be a good idea then to look into the Coles? It ranks with the best and meets your price. 26 models of electric machines.

Makers of Hand Coffee Mills for twenty-five years.

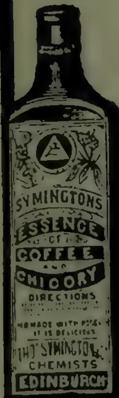
COLES MANUFACTURING CO.
1615 North 23rd St. PHILA., PA.

AGENTS: Chase & Sanborn, Montreal; The Codville Co., Winnipeg; Todhunter, Mitchell & Co., Toronto; James Turner & Co., Hamilton, Ontario; Kelly, Douglas & Co., Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

St. Lawrence
Granulated

Now packed in three different sizes of grain

RED LABEL	BLUE LABEL	GREEN LABEL
Fine Grain	Medium Sized Grain	Coarse Grain



The only Essence that really retains the flavor, strength and fragrance of the best coffee is

SYMINGTON'S COFFEE ESSENCE

Your customers know this, and you will find a steadily increasing demand for our goods. Consistent up-to-date advertising fosters the regularly increasing sales.

ORDER YOUR STOCK TO-DAY

Thos. Symington & Co., Edinburgh and London

AGENTS:—Ontario—Messrs. W. B. Bayley & Co., Toronto. Quebec—Messrs. F. L. Benedict & Co., Montreal. Vancouver—Messrs. Shallcross, Macaulay & Co.

KIT

COFFEE

"Perfectly simple to make
Simply perfect when made"

ICED COFFEE

Nothing could be nicer than Iced Coffee for a pleasing summer drink. It can be made in a moment with KIT—Coffee.

KIT COFFEE CO. Govan, Glasgow

ALEX. TYTLER, Temple Building, London, Ont.
W. H. LYNE USHER, 270 South St., Halifax, N.S.
KIRKLAND & ROSE, 312 Water St., Vancouver B.C.
G. C. WARREN, Regina, Sask.

FREDERICK E. ROBSON & CO., TORONTO

CAIRNS'

have the fresh natural taste of the fresh ripe fruit, made possible only by careful selection and careful preparation of the newly picked fruit.

SCOTCH

Made in Scotland in a factory noted for its cleanliness and perfectness of system. Every jar of Cairns' Scotch Jam is a delight for your customers and a source of profit to you.

JAMS

By Royal Warrants of Appointment Cairns' products have served His Majesty King George V., His Majesty the King of Spain, Her Royal Highness The Crown Princess of Sweden, and for 22 years to Her Late Majesty Queen Victoria.

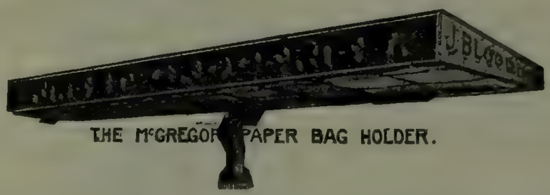
ALEXANDER CAIRNS & SONS

PAISLEY, SCOTLAND

Canadian Agents:—SNOWDON & EBBITT, Montreal
McLEOD & CLARKSON, Vancouver

Furuya & Nishimura

are daily receiving cable advices from their Shidzuoka Office concerning **NEW CROP JAPAN TEAS.** Quality and Prices are exceptionally favorable this year.


J. BLOCK
THE McGREGOR PAPER BAG HOLDER.

HOLDS EVERY SIZE BAG FROM ¼ TO 10 LBS.

hangs right above the counter ready for use. Saves time, space and waste in bags. **No hole punching** or any extra trouble whatsoever, simply lay the bags in their respective compartments. Quicker service a certainty. No up-to-date store should be without one.

Selling Agents for Canada:
KILGOUR BROS.
21-3 Wellington St. W., Toronto

O. P. McGREGOR
Patentee and Manufacturer
411 Spadina Ave., Toronto

Profit. Popular Price

These are two features about

Gilmour's Antiseptic Hand-Cleaner

which you should consider.

—Gilmour's Pleases.
—Not Over-Gritty.
—Quality Ingredients.

N.B.—Remember, we pay freight on all orders of five gross or more to all points east of Port Arthur.

Write

THE GILMOUR CO.,

604 PAPINEAU AVE., MONTREAL

AGENTS:
E. O. Cornish, Vancouver; Watson & Truesdale, Winnipeg; Fenwick & Hendry, Kingston; F. E. Roberge, Ottawa; G. W. Gorham, Halifax.

WHITE SWAN

WHITE SWAN JELLIES

for summer desserts

There is sufficient evidence in the tremendous sale of White Swan Jelly Powders to prove to every grocer the advisability of stocking these goods for his summer trade.

They jelly quickly, are deliciously flavored and colored, and take a prominent place in the home for light, hot-weather desserts. They are particularly delicious with fresh fruits.

"White Swan" products are the acme of purity, and are made of the very finest ingredients.

Order your stock now.

White Swan Spices & Cereals, Limited,
TORONTO

HIGH QUALITY

LOW PRICE

L. & B.
BANNER BRAND

Jams, Jellies and Marmalades can be relied on as being of best quality fruit carefully prepared and packed. They suit both the tastes and pocketbooks of the trade. Get up a display or put a number of jars on your counter with a price tag and watch the sales —just what your customers are looking for.

Lindners Limited
340 Dufferin St., TORONTO
Phone Park 2985

REPRESENTATIVES:

The Amos B. Gordon Co., Toronto
Watt, Scott & Goodacre, Montreal
H. D. Marshall, Ottawa, Ont.
C. A. Munroe, New Brunswick
W. H. Lyne Usher, Nova Scotia and Prince Edward Island
H. Donkin & Co., Vancouver
Western Office at Winnipeg

Stoves shine like mirrors

when cleaned with Gipsy Stove Gloss. It is not hard work either—a little Gipsy rubbed over the stove then polish with a soft brush and it's done. But it must be

GIPSY STOVE GLOSS

the best polish made. Your wholesaler will give you prices.

HARGREAVES,' (CANADA) LIMITED,
33 Front Street E., TORONTO

You Want to Earn More, Don't You?

Your answer is Yes, Certainly!

The first essential is to find a way.

We are going to solve this problem for you. You can suit yourself as to whether you give up your present position or not. If you choose, you can devote only spare time to our proposition.

If you are enterprising and intelligent, and willing to work for $7.00 or $8.00 a week during your spare hours, for the first two or three weeks of your connection with our staff, we can put you on the road to success. After a few weeks, when you have had a little experience at our business, you can earn from $25.00 to $50.00 per week.

Write for full particulars to

THE MACLEAN PUBLISHING CO.
143-149 University Ave. Toronto, Ont.

BRITISH and FOREIGN

JAM & MARMALADE PULPS

CITRONS, LEMONS AND
BITTER ORANGES
FRESH AND IN BRINE

SPANISH OLIVES IN BULK

ESSENTIAL OILS
LEMON, ORANGE,
BERGAMOT

F. C. GOODING & CO.

FRUIT PACKERS AND SHIPPERS
36 Eastcheap, LONDON, England
CABLES "GOODINGITE LONDON." ALL CODES.
Represented in TORONTO by W. B. STRINGER

Build up a family trade—sell it by the case

Welch's

Grape Juice

Other Canadian Grocers are doing it

The big increase in the sales of Welch's Grape Juice proves that the Canadian public as well as the dealer appreciate this article of merit.

Start in with a small stock of Welch's—you will soon order in increased quantities—making a nice profit and turning your capital quickly.

The high quality of Welch's is sure to please your trade and bring re-orders.

We will furnish you, free of charge, attractive, distinctive displays in beautiful colors.

Write to-day for prices and names of Canadian distributors. We furnish attractive display material.

The Welch Grape Juice Company, Westfield, N.Y., U.S.A.

PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

"SALADA"
CEYLON TEA

It is the best possible value that capital, experience and enterprise can produce, resulting in a steady growing, resistless demand that ensures you a fair, actual and protected profit, giving satisfaction unbounded.

REMEMBER—every pound you sell advertises you as a dealer in—**QUALITY.**

"Salada" is never sold to peddlers or price cutters. This is the way we protect our customers.

"SALADA"

LONDON, ENG.	BUFFALO	NEW YORK	TORONTO	MONTREAL	BOSTON	CHICAGO	DETROIT
41 Eastcheap	11 Terrace	198 W. Broadway	32 Yonge St.	St. Paul St.	34-35 S. Market St.	361 N. River St.	Shelby Block

Branches also in Pittsburg and Philadelphia.

A Proposition That Is Worth While

One that will fill your spare time with congenial work—bringing good money. Are you interested? You are. Well, here are the details.

Throughout Canada is scattered an army of men who are everywhere booking subscriptions for MacLean's Magazine. If you join them you can add very considerably to your regular income. If you are a hustler you will find it will pay you to give all your time to the work.

Some of our most successful salesmen were "spare time men" first.

Write us for terms and full particulars

MacLEAN PUBLISHING COMPANY

143-149 University Avenue, :-: TORONTO, CANADA

One Quality Always and That the Best

Mustard, the staple condiment, to be good must be the Right Brand and properly prepared. Inferior quality materials are never used in the preparation of

COLMAN'S MUSTARD

OR

KEEN'S MUSTARD

IN SQUARE TINS

They are always uniform in quality and flavor and of superior strength. The trade demands the best; these brands supply it.

Magor, Son & Co., Limited

Agents for the Dominion of Canada
403 St. Paul Street, Montreal
Toronto Office, 30 Church Street

There is no doubt about it?

The Grocer who has a reputation for quality-service

sells

BENSON'S PREPARED CORN

for Culinary Purposes

and

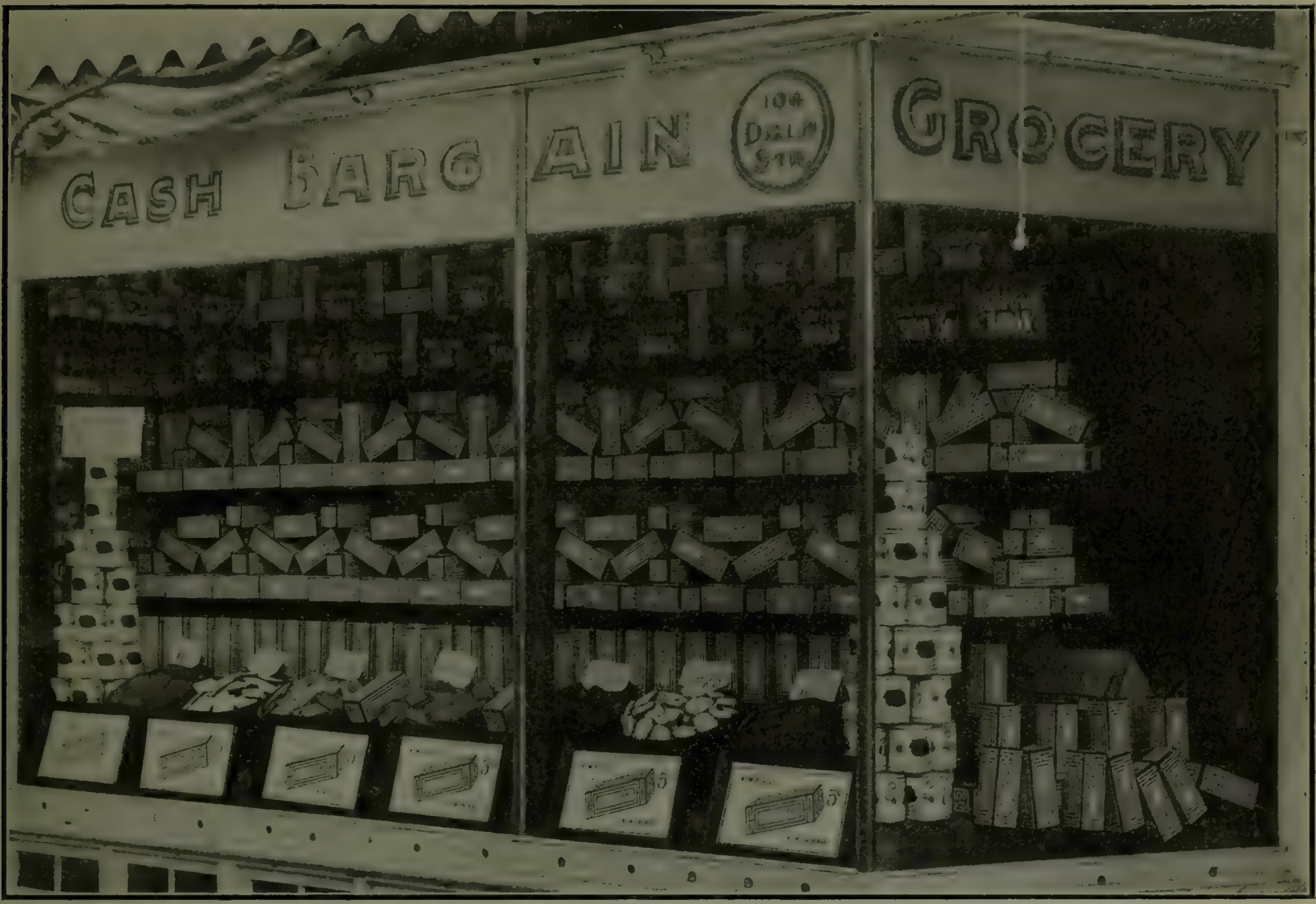
SILVER GLOSS STARCH

for Home Laundering

THE CANADA STARCH CO., LIMITED

Manufacturers of the EDWARDSBURG BRANDS

Montreal Cardinal Toronto Brantford Vancouver



Biscuit display recently shown in the window of F. C. Harp, Brantford, Ont., which sold 400 packages of biscuits.

New Window Fixture Boosts Biscuit Sales

Brantford Grocer Instals Device That Sold 400 Packages in Short Time—Even Increased Sales Greatly on Such a Staple Article as Rice—Description of the Fixture and the Value The Dealer Places on It.

"I can safely say that our window makes sales to the amount of $40 or $50 per week, each week," states Arthur Harp, with Fred C. Harp, of the Cash Bargain Grocery Store, Brantford, Ont.

The window shown in the accompanying illustration is one which Mr. Harp had on display only a few weeks ago, and which resulted in the sale of 400 packages of biscuits. As an experiment five cases of these biscuits, which are a comparatively new line, were purchased. To the purchase was attached the condition that a window display should be made, and that if desired, the manufacturer should take back all goods unsold. "Our window display did the work so completely," remarked Mr. Harp, "that so far we have returned none of the biscuits whatever."

A New Window Fixture.

Mr. Harp attributes much of his recent success in window trimming to a new fixture which has recently been placed on the market and which he has just had installed. This consists of five standards, and twelve glass shelves, which, arranged as three continuous shelves across the back of the window, form the basis for a splendid background of any line of goods whatever. As the window in this store extends back only a short distance, this fixture permits of building up a splendid background which takes away all flat appearances and appears to give the window a depth which could be produced only by this or some fixture of similar character. In this way he claims that it is now possible to produce a much more attractive display and one productive of greater results than was possible under the old conditions.

This article demonstrates the power of a well-dressed window to make sales. It shows, indirectly, what the dealer is losing who does not give every attention to this strong, if not the strongest, medium he has for advertising purposes. If a window can be made to produce results, as herein stated, why should some grocery windows lie dormant some times for days or be dressed hap-hazardly?

Speaking of the way in which the window took, Mr. Harp states: "I sat in the store here one Sunday afternoon and watched the people go by on the street. Scarcely one went past without taking a second glance at the window on display, and many stopped to look more closely into the arrangement of goods, and the class of goods shown.

Display Sold the Rice.

"A few weeks ago we showed Japan rice in the window, something which we had never done in the store before. You'd be surprised at the amount of rice we sold simply from that display. People to whom this was almost an unknown line, bought it on trial, and in many cases have returned since for more.

"Featuring prices has always been one of our strong points. We have tested windows both with and without price cards and find that almost invariably does the price ticket result in the sale of a greater quantity of goods. Price shown is always the regular price with no cut being made.

"Recently we displayed prunes and dried peaches and for a while we couldn't get peaches fast enough. Prices being so low has doubtless helped materially, but this year, we have already sent out over 1,500 lbs.

"Altogether our window is one of the greatest assets in the store, and since installing this new fixture its value has been greatly enhanced."

Minimizing Fire Risk in Country Store

How One Merchant Gradually Improved His Fire Fighting Apparatus After Series of Close Calls—Practically All Risks From Internal Causes Now Removed—Reduction Secured in Insurance Rates of 40 Cents per $100.

By H. C. Lowrey.

Fighting fire in the country is a far more serious business than in the city where the merchant has the assistance of an organized fire department and plenty of water. In the country districts the only fire fighting force is the volunteer "bucket brigade" organized on the spur of the moment with the result usually, that by the time this force gets into working order the property is in ashes.

The writer has experienced a dozen or more of these country fires and the lessons learned will never be forgotten. The confusion—the running hither and thither for water—would be very amusing if the circumstances were not so serious. Fire in the country strikes more terror into the hearts of all living in those districts than it does to city dwellers.

This is the history of a general store in a little town in Ontario; we will not call it by name but it is a typical one with its two general stores, a hotel and a blacksmith shop. The hotel and blacksmith shop are now in ashes while both stores have had severe scorchings. This is mute and indisputable evidence that the fire risk is one to be guarded against in other ways than by the taking out of the fire insurance policy, which is a wise thing to do and should never be neglected. There are many little things that a merchant can do to minimize the fire risk and it behooves him to equip his property with up to date devices. The custom, however, is to delay doing this until after the fire has wiped out the business and then you sadly reflect on what might have been.

Mouse Knocked Down Matches.

In this town the first fire I remember was in our general store. A mouse running along the shelves knocked a box of parlor matches off the shelf which burst into flames when it struck the floor. This blaze was conquered only by the quick work of the store staff and that it did not result in a serious burnout was a miracle. Just think, there wasn't a drop of water within 600 yards of our store and there was absolutely no fire fighting appliances that could be got at before the store would have been a mass of flames.

That was a lesson, for immediately, the insurance was increased and some water buckets were placed at handy spots while several barrels of water were stored in the cellars. Just watch the important part these played in the subsequent history of our store.

Saved a Second Time.

A few months later a clerk in bringing freight from the station dropped a case of parlor matches on the verandah of the store. Again we were fighting fire. The case burst into flames right in front of the coal oil pump which, strange to relate, was installed on the verandah of the store, and as the handling of the oil had been careless the flooring was quite oily which added another risk. However, by quick work the place was saved again. A pail of water put out the fire in the case, while the fire in the floor was put out by shovelling sand upon it.

It is not generally known that sand is a very effective fire fighting weapon—yet it is—and for putting out fire in oil it is one of the most effective weapons. Again we learned another lesson and never again did we buy more matches than we absolutely needed. After that, too, we were careful about handling coal oil.

But we had to learn a good many more lessons before we had an effective fire fighting force. A year or so later, during some renovations, the painter was sent down to the cellar to draw some turpentine. Like the majority of general stores, the cellar was dark and the oil barrels were in a row in the darkest corner. The taps had leaked and the whole place was saturated with oil which has been covered with sawdust. Under the taps were measures, some of which were partly filled. The painter in groping his way to the turpentine barrel struck a match. The head flew off and lit in the measure under the turpentine barrel. The measure had about a quart of turpentine in it and again we were fighting fire. This time, one of the staff happened to have a pail of water in his hands and quick as a flash turned it upside down over the measure and we were saved again.

The Causes Removed.

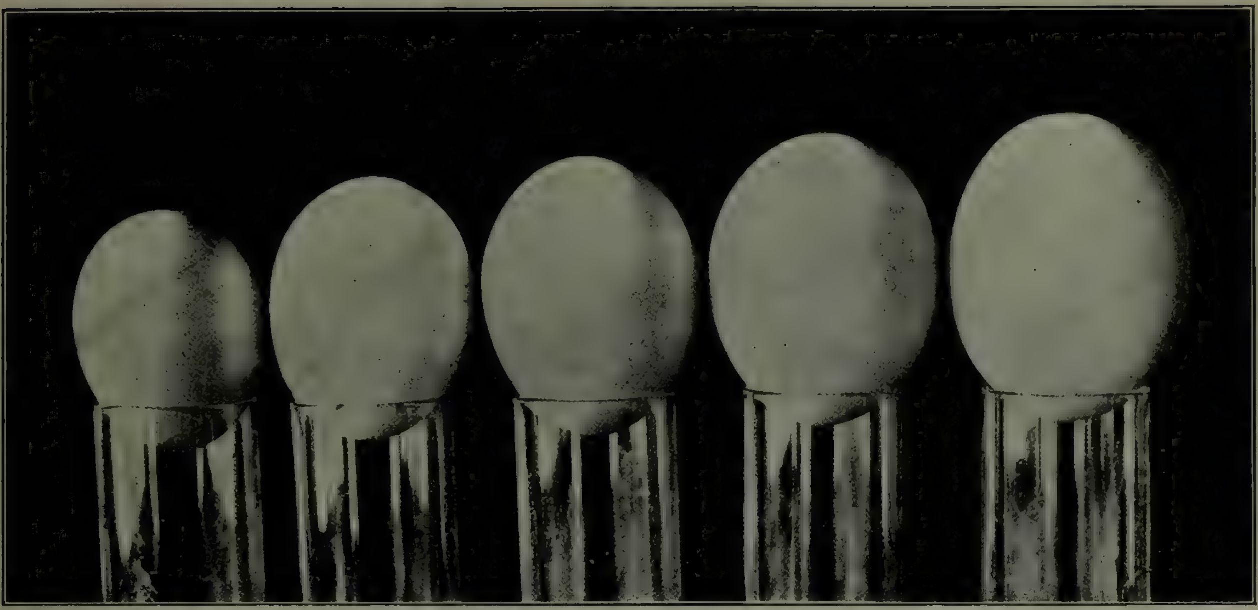
Well, things began to move after that. The cellar was whitewashed. The floors were thoroughly cleaned of oil with sand, and instead of sawdust being used to absorb the drippings, we used sand. The leaky taps were discarded and brass taps installed. The old gummed measures were thrown out and new ones put in and strict orders were given that no oil should be left in the measures or exposed in any way. An electric light was placed in each of the four corners of the cellar so that there would be no excuse to use matches. The number of water buckets and barrels were increased and an immense cistern was dug in one of the cellars. A large double-action force pump was installed in it with enough hose attached to carry the water to any part of the building. The pump was strong enough to force the water forty feet in the air. The installation of this pump later on saved the entire building.

Shortly after this some one left a candle burning in the refrigerator where we had been candling eggs. The candle had burned down and set fire to the woodwork, but as the refrigerator was shut tight and the wood was hardwood, the fire died out and was not discovered till the next morning when the charred wood told of another risk we had run. The store across the way was not so fortunate when one of their staff did the same thing. The clerk had gone to the attic storeroom for some goods and had left a candle burning with the result that it was not discovered until the whole top of the store was ablaze. By quick work with a chemical extinguisher the blaze was conquered but not before it had done considerable damage. Yet if that store had not been equipped with chemical extinguishers the whole building would have burned.

A Fire in the Wood Box.

Like all country stores we were blessed with the usual coterie of smokers and one winter's night the proprietor went into the store after a concert discovered the place filled with smoke and plunging into the dense air discovered the fire in a box behind the stove which had been filled with saw dust and placed there to be burnt in the stove. Some smoker had thrown a stub in the box where it had smoldered until the whole box of saw dust was one big coal and had burnt a hole through the hardwood floor as big as one's hand. The proprietor just got there in the nick of time and with the aid of the water buckets put out the fire. The hole in the floor was directly over the turpentine barrel which had figured in the episode related above. There is no telling what might have happened had a brand dropped on the barrel of turpentine.

(Continued on page 37.)



These five eggs all came out of the one case. Should No. 1 be worth as much as No. 5, or should they be sold on a weight basis?

Selling Eggs by Weight a Probability

Many in the Trade Consider This the Only Fair Method—Buyer Would Then Get Exactly What is Coming to Him—Seller Would Have No Particular Call for Large Eggs—Customers Would, of Course, Have to be Gradually Educated to Any Change in the Present System.

With a commodity such as eggs, the only sound way to buy and sell appears to be on a straight quality and weight basis. Produce associations have taken up the problem of dealing in eggs on the principle of quality and they are absolutely correct. Just because a buyer cannot determine the character of an egg from its outside appearance, is no reason why he should be imposed upon. He has a perfect right to get what he pays for.

Many in the trade, too, are claiming that it is a fallacy to sell eggs by the dozen. A butcher would not think of selling cuts of meat by the piece; neither is the buyer anxious to purchase that way. Each want to know what the meat weighs and to sell and buy accordingly.

Not Sound Business.

Why then, it is asked, shouldn't eggs be dealt with similarly? If one dozen of eggs weighs a pound and another of same quality a pound and a half, no dealer would consider it fair or even sound business principles to buy or sell them for the same money. With small eggs selling say, at 24 cents a dozen, and if these weigh 16 ozs., then these advocates claim the same quality weighing 24 ozs. would, on a weight basis, be worth 36 cents.

Note the five different sized eggs in the accompanying illustration. These were all selected from 2 layers (6 doz.) in the same case.

Should eggs be sold by weight, wholesale, retail or both? What do members of the trade think about it? The Canadian Grocer would appreciate hearing from any in the trade with expressions of opinion on this question. Selling by weight rather than by count or measure has been discussed more or less lately, but many are inclined to think that it will be given even greater prominence in future. What are your opinions? Drop us a line to-day.

No. 1 weighs at the rate of 15½ to 16 oz. to the dozen.

No. 2 weighs at rate of 18 to 19 ozs. to a dozen.

No. 3 at rate of 21 to 21½ oz. to a dozen.

No. 4 at rate of 22½ to 23 oz. to a dozen.

No. 5 at the rate of 24½ to 25½ oz. to a dozen.

Great Difference in Weight.

Analyzing these figures it will be seen that the first egg weighs about 1¼ oz.; the second 1½ oz.; the third 1¾ oz.; the fourth almost 2 oz.; and the fifth a little more than 2 oz. It is quite plain, therefore that these eggs in reality have all different values when fresh just as different sized cuts of meat have different values. Custom, however, has up to the present placed the same value on each; but if it is a wrong system, as it has been shown to be, there is no reason why the custom should be continued indefinitely into the future.

Many egg dealers say that the selling of eggs on a weight basis would tend to greatly eliminate poor poultry. While small eggs cannot be entirely done away with, the new basis would tend to correct the error considerably. Poultry authorities say that pullets, commencing to lay, produce small eggs and so do old hens at the moulting time. But the great majority of small eggs come from the mongrel, stunted stock found on a large proportion of our Canadian farms. If farmers were paid for their eggs according to weight, there should soon be a tendency on their part to improve their stock and therefore to place the egg trade on a more sound and fair basis.

Pound and a Half to Dozen.

Eggs ought to weigh a pound and a half to the dozen or 45 pounds (net) to the 30 dozen case. There does not appear to be any difficulty in sight in the matter of weighing them. With the computing scale, the operation is brief, the customer gets exactly what she pays for and no more, and once the change of custom is introduced—carefully and gradually, of course—the dealer could secure a reputation for fair and square

(Continued on page 41.)

The CANADIAN GROCER

Established 1886.
Only Weekly Grocery Paper Published in Canada.
THE MACLEAN PUBLISHING CO., LIMITED
John Bayne MacLean - - President.

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PUBLISHED EVERY FRIDAY.

TORONTO, JUNE 27, 1913

NO FLAT RATE SYSTEM WANTED.

The Parcel Post Bill has passed the House of Commons. Retailers beyond a twenty-mile limit from each mail order centre have been protected by an increase in the postage rate. Just what that protection amounts to will not be known until the Postmaster-General brings down the rates.

But the question is, will the mail order houses be satisfied with the legislation as it stands? In Toronto for instance, practically half of the first zone is in Lake Ontario, so htat there is only a district 20 miles in radius, north, east and west to which mail order houses there will be able to send parcels at the low rate. Will there be opposition then from the mail order firms?

In the United States there is already an agitation for a flat rate system, particularly from New York houses. These complain that half their territory by zones is in the Atlantic Ocean and that inland houses have a distinct advantage in this respect. This is no doubt true, but if the flat rate system were substituted, the country would be done a great injury.

Canadian retail associations would be well advised to keep a sharp lookout on similar agitations in this country. While for the present the zone system will prevail, time brings changes in postmaster-generals, and whether they will all be of the same opinion as the present holder of this office is a question. The zone plan will help those retailers who help themselves, to get business. With a flat rate system, the mail order houses with their "low-prices-for-leaders" selling plan will drain too much money from country communities.

THE SHELLED ALMOND MARKET.

Last week, Malaga packers of the Valencia Almonds, cabled their Canadian representatives in Montreal, advising that there was no change to report in the condition of the Spanish crop, which is good.

But it is reported that crops are a failure in Italy and France, storms and frosts having injured these crops seriously, with all the markets in producing countries absolutely bare of stocks. It is stated that the Spanish markets were excited almost to a state of panic, with active buying from other countries at steadily increasing prices.

The prospects this week for the Spanish crop are, the packers say, encouraging and could scarcely be better; but it is altogether too uncertain to attempt to forecast the probable course of the market as regards prices, as everything depends upon whether the buying from England and the Continent, at the present high prices, is maintained.

IGNORANCE ON CANNING INDUSTRY.

Under the heading "Artificial Preservation of Fruit," The Toronto Globe recently ran an editorial in which were some statements exhibiting considerable ignorance of the canning industry. The retail trade knows that the canned fruits packed by reputable Canadian firms are as fine as can be produced anywhere.

Here is one loose statement made: "Home canned fruit is ordinarily far superior to the factory product, because the fruit is usually fresh, the sugar is abundant and everything is kept perfectly clean." The natural inference is that fruit at canning factories is never fresh, sugar is scarce and cleanliness is an exception.

Surely the writer of that editorial did not intend the inference that must be drawn. If he did, then he is lamentably ignorant of the facts. Those who are in touch with the canning business as it is conducted by reputable concerns, know that fruit supplied to factories is almost invariably fresher than what is received by the householders. Most of the canning factories are located in the midst of the fields and orchards and receive the fruit as soon as picked or pulled. Factories do not accept culls; in fact it is quite often the case that fruit refused by them is hawked about from door to door and sold for home preserving.

To show the strict regulations one large canning firm have adopted in this regard, the following extract from one of their contracts with growers is printed:

> "Produce of all kinds, both fruit and vegetables must be strictly first-class in size, quality and condition, for the purpose required; free from frozen, bruised, unsound, or over-ripe stock or undersized, undeveloped or unripe specimens."

and again:—

> "Berries of all kinds, red and black currants and cherries must be fresh, clean picked, free from sand, dirt or leaves, or soft, mushy fruit, and free from unripe, shrivelled, crushed and bruised fruit."

As far as cleanliness is concerned, the modern factory to-day is a good deal cleaner than the average householder's kitchen. This is due in part to the manufacturers' desire to build up a reputation for selling the finest quality of goods and in part to rigid government inspection . Decayed fruit cannot be canned nowadays to produce a merchantable article. Every retailer as well as every canner knows this.

In another part of the Globe editorial the decay in fruit is attributed to 'the presence and development of bacteria,' and it is stated that the success of the canning process depends on the 'complete expulsion of bacteria from the fruit by heat,' and the 'complete exclusion of them by sealing.' As a matter of fact, bacilli are present in all fruits and these are not expelled by heat, but are destroyed by it.

THE TIME FOR SUMMER DRINKS.

In many towns and cities throughout Canada, the water supply as far as purity is concerned, is not regarded very highly by the citizens.

Here is a splendid opportunity, therefore, to capitalize on a town's deficiency by pushing sales during the summer months of summer drinks. The grocery store carries lemonade powder, grape juice, mineral and aerated waters, fruit juices, etc., and wherever there is or has been any talk of an impure water supply, these drinks could easily be extensively sold. The means at hand are neat, convincing window and counter displays with an occasional newspaper advertisement. In case a display is used a card bearing an inscription in reference to the chance one is taking in using tap water should be effective.

The grocery store is the logical centre for summer drinks . It is the only place visited on an average of once a day by the housewife and if aggressive methods are used in advancing sales of this line, a substantial extra profit must be the result.

THE STRENGTH OF PERSONAL CONTACT.

To beat out mail order competition one must be on the alert. The mail order houses are alive to every possible method of securing new customers. The large houses have separate organizations to cater to the outsider alone. But as The Canadian Grocer has stated so frequently, they lack one important feature— the personal service of the dealer. Why not attack them there? Where all other methods fail, this alone often wins out.

But to exercise his personality to the fullest extent, the dealer should be equipped with knowledge as to his own goods and those of the catalogue houses, as well as knowledge of their business methods.

There are no doubt many ways of preventing and overcoming mail order business. On another page of this issue is the story of how a country general merchant won out. His important weapon was the study of the catalogue. He became familiar with the "leaders" and knew exactly when a customer was comparing his prices with those of the catalogue. Other discoveries in that wonderful book demonstrated how the public was often lead to think that prices were low. With all this and other knowledge in his head, the merchant had no difficulty in getting those customers who had sent away for catalogues to discard them.

Personal contact had won out and now there is probably not a farmer in his district who does not purchase his household goods in his own village store. Judiciously used, the personality of the dealer will kill almost any outside competition.

AN EGG STORY.

To win a bet of $25 a clerk in a railway office in Illinois town ate 61 eggs—five dozen and one. Fifteen were scrambled; sixteen soft boiled; fifteen hard boiled and fifteen fried. The previous record is said to have been 60.

If this report is correct it would be interesting to know some particulars of the capacity, both physically and intellectually, of this clerk. When a clerk in a railway office is spoken of, one naturally thinks of a long, lanky form—the drink of water sort—and not a man who could stow away 6 dozen and 1 eggs. In our youth, if our memory serves us right, we were taught that the capacity of the average man's stomach was somewhere around two quarts. If that be the case, could this clerk whom we have taken to be a comparatively lean fellow swallow at one sitting so many hen's eggs?

Let us look at it from still another angle. A dozen of eggs should weigh a pound and a half. At that rate 61 eggs would weigh more than 7 1-2 lbs. including the shells. But as the latter although featherweight compared with the contents are not usually eaten, we can safely assume that this clerk consumed some 6 lbs. of eggs at one time. Just whether the $25 were sufficient to cover the cost of the eggs and the doctor's bill, would be interesting additional information.

A question that one might also ask himself, is whether we shall have further attempts to break this record. If so, where will this high cost of living business end?

AN EXPENSIVE EXPERIMENT.

A report of some significance emanates from Washington to the effect that the U. S. Post office department is in a demoralized condition. It is reported that the talk of surpluses during the past few years have been fictitious and that really the department has been a drain on the country's finances. This condition was made much more serious by the inauguration of the Parcels Post system at the first of the present year. Whether full credence can be put in the reports, remains to be seen, but certain it is that hurry-up call was sent to Congress recently for an emergency appropriation of $600,000 for the post office. One report states that President Wilson promptly signed the emergency appropriation bill, and the money is now being used to bolster up the weak points in the mail service. It is worth noting that these weak points are in the large cities, New York, Chicago, Philadelphia, Boston and other mail order centres, where parcel post mail has been the heaviest.

That Parcels Post is proving an expensive experiment in the United States seems a reasonable assumption from these facts. Has the situation in that country been fully looked into by the legislators who are now fathering the Canadian bill?

EDITORIAL NOTES.

Canada's future prosperity is unquestioned. There can be no continued hard times here.

* * *

If an egg weighing an ounce and a half is worth 2 cents, is one weighing an ounce worth as much?

* * *

Cutting down the fire risk is also paring down insurance premiums. That is exceedingly good business.

* * *

There is always something new to learn. The man who is satisfied with himself is scheduled for the down-and-out club.

* * *

The personality of the dealer counts for a great deal in holding trade. Every merchant should study himself from outside the counter.

* * *

There is a counteracting influence to every force. There are always methods to prevent mail order houses from getting a footing in rural districts.

* * *

If the practice should develop of railway clerks holding egg-eating contests, the trade will have to ship this precious commodity under lock and key.

* * *

Summer is a splendid season for sales of summer drinks. To adapt the method of the village blacksmith, the dealer should strike while the weather's hot.

Stopping M.O. House from Getting Footing

Actual Instances Where Knowledge of the Methods of These Institutions Prevented Business From Getting Away—General Merchant Studied the Catalogues and Beat the Mail Order House at its Own Game—Interesting Raisin and Wall Paper Cases—Publishing a Monthly Newspaper.

Practically every merchant has it within his power to keep his trade at home. If it wanders occasionally to the mail order house the fault must lie at his own door. It is usually because his service has been lacking; that he has not been stocking the goods his customers want, or that he has not carefully studied the catalogues of the mail order houses.

The latter is something that every merchant troubled, or likely to be troubled with mail order competition should attend to. There is information in those catalogues that ought to be known, as the experience of a certain general merchant in a farming district will demonstrate.

Indian River post office and station is located on the C.P.R. between Toronto and Ottawa about 85 miles from Toronto. It is therefore well located from a mail order house standpoint. One of the general merchants there is Walter H. Kidd. It happens too, that he is the postmaster. He is therefore in a position to know pretty nearly who send away for goods. Indian River is scarcely large enough yet to be called a village but it is surrounded by an excellent farming community and the farmers are prosperous. So Mr. Kidd has to deal principally with farmers. There is, of course, no newspaper there.

Secured Catalogue Himself.

Some time ago when he noticed a few catalogues from a mail order house coming through, he decided to take action. He also sent for a catalogue. When it arrived he studied it carefully and took particular pains to pick out the "leaders." One of them, for instance, was 25 lb. box of raisins at 6 cents per lb.; another was a low price on wall paper, etc. The same raisins were costing Mr. Kidd 7 cents and he was selling them at 8 cents making only a fair profit.

It wasn't long afterwards until a woman who had received a catalogue asked what raisins were worth by the box. Mr. Kidd knew what was coming.

"They are 8 cents a pound," he replied; "Were you wanting to get a box?"

The woman didn't know, she thought his price was rather high, and finally told him she could get them at —— (the mail order house) for 6 cents.

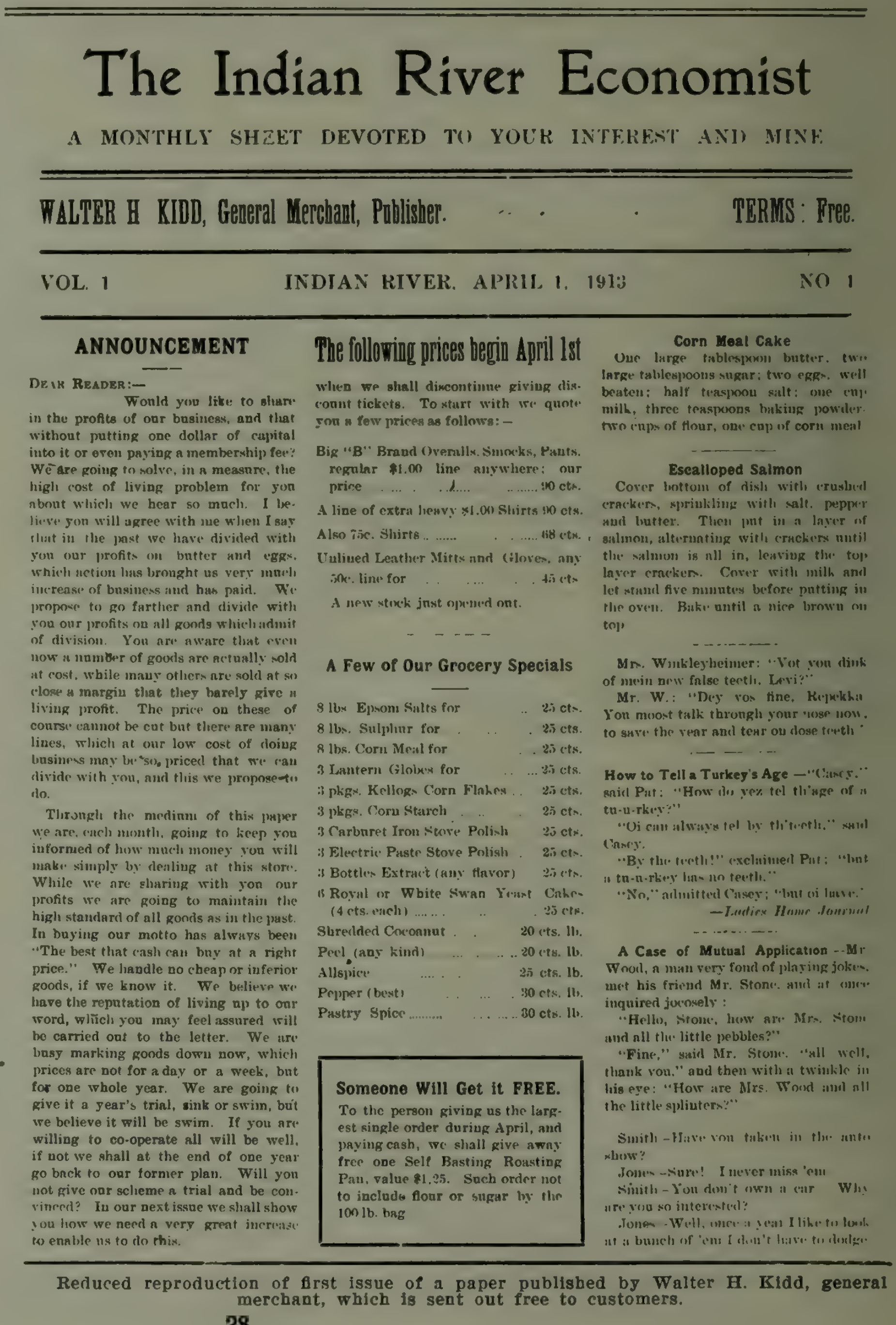
"Quite right," he answered, "and I'll be glad to give you a box at 6 cents with a $25 order if you pay cash. I'll meet any price in the catalogue on that basis."

It was clearly pointed out that unless $25 worth of goods were bought from the mail order house freight would have to be paid by the purchaser. The woman agreed that his proposition was fair and since that time he has had no trouble whatever with her trade.

Having made a thorough study of the catalogue Mr. Kidd was able to deal effectively with the few other similar cases that presented themselves.

Got All Wall Paper Orders.

The wall paper instance was an interesting one. The catalogue illustrated a number of wall paper patterns and borders. Mr. Kidd immediately got prices from the manufacturers on the same patterns knowing that those



The Indian River Economist

A MONTHLY SHEET DEVOTED TO YOUR INTEREST AND MINE

WALTER H KIDD, General Merchant, Publisher. TERMS: Free.

VOL. 1 INDIAN RIVER, APRIL 1, 1913 NO 1

ANNOUNCEMENT

DEAR READER:—

Would you like to share in the profits of our business, and that without putting one dollar of capital into it or even paying a membership fee? We are going to solve, in a measure, the high cost of living problem for you about which we hear so much. I believe you will agree with me when I say that in the past we have divided with you our profits on butter and eggs, which action has brought us very much increase of business and has paid. We propose to go farther and divide with you our profits on all goods which admit of division. You are aware that even now a number of goods are actually sold at cost, while many others are sold at so close a margin that they barely give a living profit. The price on these of course cannot be cut but there are many lines, which at our low cost of doing business may be so priced that we can divide with you, and this we propose to do.

Through the medium of this paper we are, each month, going to keep you informed of how much money you will make simply by dealing at this store. While we are sharing with you our profits we are going to maintain the high standard of all goods as in the past. In buying our motto has always been "The best that cash can buy at a right price." We handle no cheap or inferior goods, if we know it. We believe we have the reputation of living up to our word, which you may feel assured will be carried out to the letter. We are busy marking goods down now, which prices are not for a day or a week, but for one whole year. We are going to give it a year's trial, sink or swim, but we believe it will be swim. If you are willing to co-operate all will be well, if not we shall at the end of one year go back to our former plan. Will you not give our scheme a trial and be convinced? In our next issue we shall show you how we need a very great increase to enable us to do this.

The following prices begin April 1st

when we shall discontinue giving discount tickets. To start with we quote you a few prices as follows:—

Big "B" Brand Overalls, Smocks, Pants, regular $1.00 line anywhere; our price	90 cts.
A line of extra heavy $1.00 Shirts	90 cts.
Also 75c. Shirts	68 cts.
Unlined Leather Mitts and Gloves, any 50c. line for	45 cts

A new stock just opened out.

A Few of Our Grocery Specials

8 lbs Epsom Salts for	25 cts.
8 lbs. Sulphur for	25 cts.
8 lbs. Corn Meal for	25 cts.
3 Lantern Globes for	25 cts.
3 pkgs. Kellogs Corn Flakes	25 cts.
3 pkgs. Corn Starch	25 cts.
3 Carburet Iron Stove Polish	25 cts.
3 Electric Paste Stove Polish	25 cts.
3 Bottles Extract (any flavor)	25 cts.
6 Royal or White Swan Yeast Cakes (4 cts. each)	25 cts.
Shredded Cocoanut	20 cts. lb.
Peel (any kind)	20 cts. lb.
Allspice	25 cts. lb.
Pepper (best)	30 cts. lb.
Pastry Spice	30 cts. lb.

Someone Will Get it FREE.

To the person giving us the largest single order during April, and paying cash, we shall give away free one Self Basting Roasting Pan, value $1.25. Such order not to include flour or sugar by the 100 lb. bag

Corn Meal Cake

One large tablespoon butter, two large tablespoons sugar; two eggs, well beaten; half teaspoon salt; one cup milk, three teaspoons baking powder, two cups of flour, one cup of corn meal

Escalloped Salmon

Cover bottom of dish with crushed crackers, sprinkling with salt, pepper and butter. Then put in a layer of salmon, alternating with crackers until the salmon is all in, leaving the top layer crackers. Cover with milk and let stand five minutes before putting in the oven. Bake until a nice brown on top

Mrs. Winkleyheimer: "Vot you dink of mein new false teeth, Levi?"

Mr. W.: "Dey vos fine, Repekka. You moost talk through your nose now, to save the vear and tear on dose teeth."

How to Tell a Turkey's Age.—"Casey," said Pat: "How do yez tel th'age of a tu-u-rkey?"

"Oi can always tel by th'teeth," said Casey.

"By the teeth!" exclaimed Pat; "but a tu-u-rkey has no teeth."

"No," admitted Casey; "but oi have."

—*Ladies Home Journal*

A Case of Mutual Application.—Mr Wood, a man very fond of playing jokes, met his friend Mr. Stone, and at once inquired jocosely:

"Hello, Stone, how are Mrs. Stone and all the little pebbles?"

"Fine," said Mr. Stone, "all well, thank you," and then with a twinkle in his eye: "How are Mrs. Wood and all the little splinters?"

Smith—Have you taken in the auto show?

Jones—Sure! I never miss 'em

Smith—You don't own a car. Why are you so interested?

Jones—Well, once a year I like to look at a bunch of 'em I don't have to dodge

Reduced reproduction of first issue of a paper published by Walter H. Kidd, general merchant, which is sent out free to customers.

customers who had received catalogues this spring would soon be on the market for wall paper. On analyzing the mail order house prices and the costs, he found that the margins on the paper itself were shaved pretty fine but those on the borders were quite large. He ordered similar paper patterns and borders suitable to his trade. Presently the would-be mail order house buyers saw the paper and asked for his quotations, which were placed at exactly the same as those of the catalogue.

"I wasn't making anything on the paper," he said, "but I made up on the border and I got orders from every customer who had secured the mail order house catalogue. To my knowledge there is not now a single farmer in the neighborhood sending away for his household goods."

Publishes Paper Monthly.

In aiming to get into closer touch with his customers, Mr. Kidd decided with the first of April last to get out once a month, a one page newspaper with information on prices, recipes, jokes, editorial announcements, etc. The accompanying illustration shows the first issue of the paper, the original being 12 by 9 inches in dimensions. Another has appeared since then and the publisher claims they have met with a good reception. Several customers have purchased articles listed and the store has received good publicity. The cost is not great so that this advertising is but a small percentage of the turnover.

A Talk on Profits.

The next issue starts off with the following informative editorial:—

"In our last issue we said we would show you why you would have to very greatly increase our business in order to make up for the loss in sharing profits. This you will probably understand without any explanation. For instance, if one figures his profit down to 10% of his turnover (i.e. the amount of money received for goods in one year) and his turnover is $5,000.00, he makes only $500.00, which is not enough to pay expenses,—one would go behind; and to sell this amount requires considerable business done. Say his turnover is $10,000.00. Then his profit is $1,000.00. That would allow some for wages after paying for expense and usual losses; and if increased to $20,000.00 turnover the profit would be $2,000.00, which, after paying expenses would leave good wages. We would like to reach that mark. Our first effort has met with some success, as extra trade has resulted from our first cut in prices."

The same issue tells who won the roasting pan, the article to be secured free during May and other readable material. Mr. Kidd's aim is to remove entirely all reasons for the people in his community sending away for their goods.

ASSOCIATION NEWS

To get away from the bad effects of the credit system and to work out a plan whereby every "dead beat" shall be rated and known to all members of the association is the line along which the Ottawa Retail Grocers Association is at present working. Co-operation is the by-word and should any grocer receive any information which may help out a fellow grocer and at the same time not injure the receiver by passing it along, he is obliged to report the same, and thus help out the Association generally.

Another fact further demonstrates the activity of this society. At holidays, such as May 24, where all grocers were not particular about closing, the Association took matters into its own hands, had large bills printed in red announcing that "This store will be closed on May 24 all day," and distributed them amongst members and non-members alike. These bills were hung right in the window so that definite announcement was publicly given as to the stand to be taken. This policy is pursued with regard to any holidays where "I'll close if my opposition down the street will," might apply.

Amongst the more active members in making the Ottawa Association one strong united body are: John Banbrick, President; T. W. Collins, A. P. Johnston, and Alex. Phillips.

* * *

An organization meeting of Petrolea, Ont., merchants was held recently when a unanimous resolution was passed to form a local branch of the Retail Merchants' Association. One merchant openly accused a neighbor with using "Trading Stamps." This matter was brought to the attention of the Provincial Officer, who was present and his decision was that it is illegal and the merchant using them will be asked to discontinue. The fine attached to a proven offence is one not exceeding two hundred dollars, and six months' imprisonment. Another meeting will be held shortly to elect officers.

* * *

A meeting of the Windsor, Ont., merchants was held last week when about thirty-five were present. Quite a number of matters came up for discussion, after which the following officers were elected:—President, A. D. Bowlby; 1st vice-president, G. E. Copeland, Books, etc.; 2nd vice-president, A. B. Peddie; treasurer, J. M. Lord, groceries; secretary, G. H. Nairn, meats, etc.

Two resolutions were unanimously adopted—that of refusing to give donations, and the adoption of the "Credit Reporting System," now being used by the association. A Membership Committee has been formed with Secretary Nairn at the head and a branch of one hundred members or more is expected. One of the provincial officers of the association inspected that Port of Entry, so as to get information at first hand as to how smuggling is being carried on. This report will be laid before the Provincial Board of the Retail Merchants' Association, before any information will be given out.

* * *

It was briefly announced in last week's issue that the merchants of Wallaceburg, Ont., had organized. The organizers report that practically every merchant has become a member. It is also stated that the merchants had a grievance against a couple of manufacturing concerns which were alleged to have been selling groceries and meats to their employes at wholesale prices. The matter was taken up with the provincial officers and the report is that the practice has been discontinued.

The officers elected were:—President, E. Zavitz, hardware; 1st vice-president, W. Cousins, grocer; 2nd. vice-president, W. Howard, grocer; treasurer, F. C. Burgess, grocer; secretary, E. B. Snively, dry goods.

* * *

At a meeting of the Retail Merchants' Association of Calgary, Alta., held recently, it was decided to hold a monster picnic on Wednesday, July 25 at the Lowery gardens. All stores will be closed at twelve o'clock on that day and the merchants will invite their customers and employes to spend an afternoon in the gardens as their guests.

Lunch will be provided and served between the hours of 5 and 7 p.m., and amusements will be provided for all. An orchestra will be provided for dancers and the services of one of the city bands will be secured. A prize list will be prepared for races and other athletic contests.

Observations of a Traveler

Getting a Grip on the Individual Customer—A Salesman in a Retail Store Who Was Appreciated By Customers Because He Knew What They Wanted — Contrast With the Slot Machine Clerk, Who Treats Every Buyer Alike.

Written by a Traveler for Canadian Grocer.

This is the second of a series of articles on the "Observations of a Traveler." These articles are written with the intention of bringing out some of the good points observed in Canadian grocery stores. This one demonstrates the importance of knowing the customer, his likes and dislikes, and of waiting on him according to his characteristics. The writer of these articles would appreciate hearing from other travelers who have run across instances of good judgment, good methods and evidences of good salesmanship.—The Editor.

"How do you do it?" I asked.

Every now and then, in my private shopping tours, I jolt against a grocery salesman who seems fairly to grip me. He sells without perceptible effort, and I find it a joy to purchase from him. Salesmen of that sort are the class who hold customers and build business.

A good salesman is often such quite unconsciously. To do things right comes natural to him; he would feel homesick and ill at ease if he sold in any other or less efficient way. Other salesmen have acquired the knack. Still others could acquire it if they set their minds to the task.

"How do you do it?" I asked a star salesman the other day.

He shook his head.

"Don't, please don't, put any of those Chinese puzzles up to me," he rejoined. "I couldn't tell you how I do it."

"But you make a good bunch of sales?"

"Yes, I make the sales all right. People seem to want to buy from me. The boss gets a bit cross now and then when he sees two or three lined up, waiting for me to get through with a customer. But don't ask me how it's done."

An Explanation.

With manifest eagerness to be through with the subject, he relapsed into business. "Half a pound of coffee?" he jotted down. "You prefer it strong, don't you? How did you like those pickles I recommended the other day—the new mustards at fifteen cents?"

He went on jotting down the order. At tea I hesitated. I can never remember whether we use mixed or black.

"You usually get Blank's package tea, 40 cents, black," he informed me; and down it went on the order.

"Your address is 15 Blank Street, isn't it?" he concluded. Which was about as close to the bull's eye as a good marksman can get.

He couldn't tell me how he did it—not infrequently the secret of success is a mystery to the man who succeeds. He is too busy succeeding to analyze himself. But this salesman knew my particular wants so well that I, on the buying side of the counter, had plenty of time to analyze him and his methods. And his methods consisted solely in knowing me, my address, my preferences and prejudices with such complete accuracy and amazing thoroughness that I could , had I desired to be reticent, have ordered three or four dollars' worth of groceries in a dozen words. Yet only a few weeks had elapsed since my first visit to that store, and I certainly didn't purchase every day.

The Non-Observant Clerk.

Knowing the customer and getting a firm grip on his preferences is a fundamental of successful selling. The "Salesman" to whom all customers are the same, and whose attitude to each and all is that of an obliging but impartial slot machine, can't hold them even in competition with other slot machines which pay no more tribute than he does to their individuality. But the salesman who knows his customers thoroughly and caters to their individual preference can hold them aganst all sorts of competition. His only danger is that some bungler on the staff may make a mistake in putting up the order, or that a careless deliveryman may spatter the goods with mud.

Star salesmen of this variety are not too plentiful. One man I know seems never to forget the name of a customer. The minute a man or woman enters his store, he gives one quick look, says "Good morning"—and out pops the correct name, automatically. Yet there are dozens of salesmen, some in the same store, who will sell to you a score of times and still have to ask your name and address the twenty-first trip.

Applies to a Traveller.

It isn't merely in a store salesmanship that knowing the customer counts. This sort of knowledge figures in the success of the traveling man; it makes the good hotel clerk an asset to his business. The knack of picking up names, addresses, peculiarities and prejudices and salting all this information down for future reference is worth dollars to a man. Intense mental concentration is the initial price. The chap who wants to study and learn his customer can't afford to let his wits go wool gathering.

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CREDIT MEN APPRECIATE AMENDMENT.

Montreal, June 24.—Satisfaction was expressed at the dinner in the Place Viger Hotel, of the Canadian Credit Men's Association, at the amendment of the Criminal Code, whereby a person who makes a false statement to a third party for the purpose of obtaining goods renders himself liable to prosecution for false pretences. Henry Detchon, general manager of the association, was the principal speaker. B. W. Grigg presided.

The membership of the association, said Mr. Detchon was now between eight and nine hundred. Cleaner credit was what they were struggling for, and he thought their energies in that direction were greater in the West than in the East. Mr. Detchon reviewed the legislation which had been initiated by the association, and he also told of the work carried out by the adjustment bureau for the handling of insolvent estates. Through the bureau the creditors received more benefits from insolvent estates as the expenses were less. "The adjustment bureau stands for a fair deal to everyone," said Mr. Detchon, "but the Western creditor would rather get nothing than compromise."

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F. White, grocer, formerly on McCaul Street, Toronto, is opening in new quarters on Avenue Road.

Fundamental Trade Conditions Quite Sound

No Reason to Look Forward With Any Distrust, Agree Prominent Financial and Business Men—Balkan War the Direct Cause of Any Tightness in Money—Crop Conditions Excellent.

The warm weather of June has evidently stimulated trade in practically every portion of the Dominion. Wholesalers in fruits, provisions and groceries practically agree that trade has been improving lately, and if the crops turn out as the present prospects would indicate, the business situation should at the end of the year compare favorably with that of the last few years. The West, of course, depends almost entirely on the crops. Just now these are exceedingly promising, having been visited at frequent intervals with the necessary rains.

Financial men, who are close students of economic conditions, speak most favorably of the outlook. In the last issue of The Financial Post the views of Sir Henry Pellatt, Sir Edmund Osler, A. E. Ames and Col. Henry Brock, all well known financial and business men, were given. Extracts from these are herewith quoted:—

Basic Conditions Sound.

Sir Henry Pellatt—"Fundamental conditions in the money market are perfectly sound. There is no plethora of cash, to be sure, but the reasons for this are plain. Manufacturing is at high water mark, everybody is busy, and, of course, money is in demand. On account of political conditions in Europe gold is being hoarded there, and in consequence Canada and the United States are obliged to finance themselves to a greater extent than heretofore.

"It is ridiculous to state that prosperity is on the decline in Canada. Our railways and manufacturing concerns are more busy than ever before. Sir Thomas Shaughnessy said not long ago that the C. P. R. is financed for years ahead, and is proceeding to carry out its huge plans, relying on the continuance and increase of prosperity throughout the Dominion.

"Canada, having the natural resources, means of transportation by rail and water, and all necessary fundamentals, has reached that stage of her development when she cannot fall back. She may hesitate, and have dull periods, but she will inevitably progress. The present stringency in money is directly due, I believe, to the Balkan War, and will certainly disappear within a few months."

Business Still Expanding.

The opinions expressed on this page are those of big men who have studied the economic situation minutely. They are therefore to be relied upon. Each one predicts without reserve continued prosperity for Canada because of the soundness of underlying business principles and the prospects for excellent crops. In this respect their views are exceedingly valuable and worth careful perusal.

Col. Henry Brock—"In spite of the money stringency which has existed in Canada since the beginning of the present year, the dry goods business generally has continued to expand. I believe the same conditions have existed in hardware, groceries and other staple lines. Although bankers have refused to loan funds for use in speculation, merchants and manufacturers have been able to secure the necessary credits for use in legitimate trade. There have been fewer new enterprises than during the past two or three years, but this is no indication that hard times are at hand. It is well that we are having a sort of breathing spell, which should place us in condition to forge ahead faster than ever when the present period of tight money has passed.

"Collections throughout the country have been surprisingly good. We have come across instances in the West where merchants foolishly invested their surplus cash in real estate, upon which they are now unable to realize, except at a loss, and these men are slow in meeting their bills. Mercantile circles are pleased to observe that the real estate boom has burst in certain Western communities. The ultimate effect of the slump upon general business will be beneficial.

"Reports which have come to us indicate that the crop prospects are excellent, and we are looking forward to satisfactory trade conditions next fall and winter. We are not anticipating a boom, but certainly we see no reason to look for the hard times which are predicted in certain quarters."

To Improve From Now On.

Sir Edmund Osler—"People are too apt to think that Canada is the only country in the world in which money is tight. As a matter of fact, funds are scarce in all the financial centres of Europe, and this condition will probably continue for some weeks to come. The situation is due, in large measure, to the Balkan War. As long as there was a possibility of a general European conflict every country hoarded gold. The creditor nations called loans, and the borrowing nations were obliged to liquidate. Canada and the United States, belonging in the latter category, have recently passed through a period of drastic liquidation in their stock markets, but there are no signs that legitimate business has suffered in either country.

"Our bankers have foreseen for months that money would be scarce for a time, and acted accordingly. As a result they are in a splendid condition. There is nothing approaching an over-expanded condition. In my opinion we have seen the worst of the liquidation, and things should gradually improve from now on. All signs point to bumper crops throughout the Dominion, which will insure another era of good business. The banks are preparing for an unusual demand for crop-moving funds, and will be ready to supply them when the time comes."

No Cause For Despairing.

A. E. Ames—"It is distinctly not a time for clapping on all sail. On the other hand, it is a time for the exercise of caution and making sure of the tendencies of business, and the doctrine of making haste slowly is one which may safely be applied even to Canada, which, like a thoroughbred horse, has, for a few years, been pulling pretty strongly on the bit. Nevertheless, it is a faint heart that despairs for even the near future of Canada.

"It is well that municipalities should check extravagant development, that manufacturers should not over-extend, and that all concerned should reason matters out and work to definite and clearly seen ends rather than toward indefinite and foggy conclusions. At the same time, in her grain-growing, dairying and live stock industries, and in her fisheries, mines and timber lands, Canada has a solid basis upon which to attract immigrants, to provide railway transportation and to furnish an assured output for manufactures. It seems to me that there remains, therefore, only the necessity for dealing as reasonably and deliberately as possible with the various elements involved.

Current News of the Week

Quebec and Maritime Provinces.

H. N. Blois, grocer, Truro, N.S., is selling out.

Smith Bros., grocers, New Glasgow, N.S., have retired from business.

Nickerson & Hart, wholesale fruit and produce merchants, Halifax, N.S., have dissolved partnership.

The Maritime Fish Corporation, Ltd., has been incorporated under a Federal

A. W. Hugman, Limited, Montreal,

A. W. Huguan, Limited, Montreal, manufacturers of Red Rose Baking Powder, Jellies, Flavorings, etc., have appointed Orr & McLain, of Winnipeg, their Western agents.

Announcement was made in Halifax last week that the wholesale fish firm of W. and M. Smith intended closing out their business in Halifax, and were going to Newfoundland, where their present branches would be enlarged.

The Dominion Wholesale Grocers' Guild will hold their annual convention on Monday and Tuesday, July 14 and 15, in Quebec City. Archibald Miller, of Quebec, is the present president. Last year the convention was held in Toronto, February 12 and 13.

Ontario.

P. E. Green, grocer, Toronto, has sold to Wm. Cook.

Walter Webster, grocer, Mount Dennis, Ont., has sold to F. E. Baines.

F. J. Martin, grocer, Queen Street W., Toronto, is retiring from business.

W. J. Trewin, grocer, Bathurst Street, Toronto, has sold to W. A. Rachar.

W. Dowdell has opened a grocery store on the Wellington Road, London, Ont.

Sherwood & Pilley are opening a grocery and provision store in North Bay, Ont.

L. O. Pearson has sold his grocery business at the corner of Redan and Balaclava Streets, St. Thomas, Ont., to Morley Jones.

J. J. Coyle, grocer, etc., of Phelpston, Ont., is selling out and moving to Dunnville, Ont., where he has bought the business of Mr. Day.

Wholesale grocers of Toronto and Western Ontario have arranged for their travelers' holidays this year from August 2 to the 16th.

Mr. Ward, the late manager of the Murphy-Gamble grocery store, Ottawa, Ont., is now in Montreal managing the grocery department in Scroggie's.

The financing of the Superior Match Co., Owen Sound, Ont., is stated to have been completed, and the industry will be in operation in a few months' time.

A. V. Elliott ("Dick"), traveler for Red Rose Tea, started last Monday on a two weeks' holiday trip. It is his intention to spend one week at Clear Lake, Muskoka, and the other in Cleveland, O.

Lee McIntyre has resigned from the staff of M. Masuret & Co., wholesale grocers, London, Ont., to join that of Louis Petrie Co., Calgary, Alta. He was presented with a leather suitcase by the firm before leaving.

The Retail Butchers' Association of Toronto held their annual picnic last week in Exhibition Park. About 5,000 were present, including many grocers who are members of the Retail Merchants' Association, and their families. Races, games and contests were the order of the day.

Duncan Bell, manager Bryson-Graham's grocery department, Ottawa, is in Toronto this week. He is a delegate from the Capital city to the Sons of Scotland convention in Toronto. Mr. Bell is an enthusiastic member of the Ottawa Retail Grocers' Association, and reports that body as being in a most flourishing condition.

A. Weseloh & Co., Berlin, Ont., has taken possession of the grocery business there conducted for past four years by A. & E. Heller. The two stores, which have been used as the grocery and chinaware departments, will be completely remodeled and new fronts will be put in. It is also proposed to unite the stores at present owned by A. Weseloh & Co. with an archway, thus providing entrances on King and Frederick Streets.

Western Canada.

F. C. Beresford is opening a general store in Macleod, Alta.

D. W. McLean, a Winnipeg grocer, has sold to Alex. Douglas.

N. Murphy & Co., grocers, Red Deer, Alta., have sold their business.

Jno. Smith & Sons, grocers, Winnipeg, have sold their Main Street business to Max Bryer.

The Canadian Credit Men's Association have increased their capital stock from $5,000 to $100,000.

Brandon, Man., grocers, close their stores on Thursday afternoon from June 12 until the end of August.

It is estimated that 210,000 people have visited the Made-in-Canada train on its tour through Western Canada.

The Retail Merchants' Association of Kelowna, B.C., is in favor of a standard weekly half holiday for the entire province.

The Brackman-Ker Milling Co.'s interests in Western Canada have been taken over by the Western Canada Milling Co. It is understood that the former mills will be operated as a separate entity, and that there will be practically no change in the management.

* * *

LEAKS IN THE GROCERY STORE

LOSING EGG CASE SECTIONS.

A Kingston, Ont., grocer writes as follows: "One of the annoyances of the trade is the receiving back from commission houses of empty egg cases, less some of the sections. The fault no doubt lies with the retail dealers who get them from the commission men."

In emptying cases of eggs many retailers are careless about saving sections and seeing that all are replaced before the cases are returned. Whether working under the conception that the wholesaler who can well afford to put up for such trifles will have to meet the discrepancy, or whether taking a chance that the wholesaler will see that all is right before the case is again sent out, they allow the practice to go on, never thinking that some day they may want an empty in order to move out some of their surplus stocks.

On the other hand it is the country merchant, the man who buys eggs from the producer and ships to large centres, who has to confront the proposition of making up the shortage. Thus directly the loss is one produced by one grocer to take effect against a fellow grocer.

The Kingston grocer who writes in about the matter states in conclusion: "Gross carelessness- Such men should have an egg shampoo with shady storage stock." Has he hit the nail on the head?

General view of Messrs. Chivers & Sons' Orchard Factory at Histon, Cambridge, England.

The Romance of an Orchard

Messrs. Chivers & Sons, Limited, the Great English Fruit Growers and Preservers

The preserving of fruit in some form is at least as old as the Romans, for sealed jars containing fruits in syrup have been found at Pompeii. But although the advantage of adding sugar to fruit so that the latter can be kept and used for food far beyond its natural life in the fresh state has been recognized right through the ages, it seems extraordinary that the preserving of fruit on anything like a large scale should be a development of comparatively recent growth. Sixty or seventy years ago practically all jams and fruit conserves were home-made, and even when enterprising individuals here and there saw the possibilities of a big industry in the preserving of fruit it was curiously enough in the towns and cities that jam manufactories were first set up. A stimulus, however, was given to fruit growing and the farmers used to send their crops to the cities and sell them to the jam-makers.

It has been stated that Mr. Gladstone was the first to suggest to the fruit-growers that they themselves should manufacture jam, but years before the Grand Old Man gave this sensible advice, the pioneering work had already been done by some of the fruit-growers. At the beginning of the Nineteenth Century a small estate at Histon near the picturesque and historic University town of Cambridge was farmed by a Mr. John Chivers. Cambridgeshire is an ideal fruit-growing country and Mr. Chivers was so successful in raising crops of gooseberries, apples, pears, and plums, that very soon he had met all the local requirements and had to seek a market further afield. London was the nearest big city and as there was then, of course, no railway, all the fruit had to be taken by road, a distance of more than fifty miles, and the journey occupied forty-six hours.

The Histon Men's Institute.

Mr. Stephen Chivers, the son of the first cultivator, by careful thrift and business management extended the estate until he owned several hundred acres, and it was his sons who first saw the possibilities and developed the business of jam-making in the midst of the orchards. Of course, the idea, like all great ideas, seems obvious enough in its simplicity to-day, but it was something quite new at the time when Messrs. Chivers made their first boil of jam in a little barn that is still standing. The idea must have come with something of the nature of an inspiration as when Stephenson saw the vision of a railroad in the tiny mine-engine he was tending, and the little barn at Histon is certainly well worth preserving as one of the industrial curiosities of the manufacturing world, in the same way as the Rocket is preserved in London.

Of course, a new idea of such obvious utility in the hands of practical men proved highly successful, and it was not long before a factory had to be built to meet the growing demand for Chivers' jams. Land was acquired by the side of the Great Eastern Railway, whose line now passed through this part of Cambridgeshire, and a substantial factory was erected. This, however, soon proved inadequate, and every year or two new buildings have had to be put up to meet the ever growing demand for Messrs. Chivers' manufactures. The present factory buildings contain acres of floor space and miles of passage-ways. The firm has long possessed its own railway siding and every day a complete freight

Raspberry pickers at work in one of Messrs. Chivers' orchards.

train is loaded up and sent from the Histon works.

It would be tedious to detail the growth of the business, which has been steady and continuous from the first experiments in 1873 right down to the present day. The plantations have been added to until now Messrs. Chivers have some thousands of acres mostly under fruit cultivation. Their staff has increased correspondingly, and at the busy season of the year considerably more than two thousand persons are employed, and the goods manufactured at Histon go to all parts of the world. They are found in the bleak northern districts of Alberta, Saskatchewan and Manitoba; they go to Tasmania, Australia, and New Zealand; they are found in India and Japan and South America, and even in the very heart of Africa.

The factory at Histon is a model one; the lighting, heating, and ventilation embody all the latest improvements of sanitary engineering. The workers are specially picked and their personal cleanliness is looked after by a trained nurse, whose house is on the premises, while a second trained nurse, who lives within the factory grounds, is retained to look after the health and physical welfare of the employees.

The bulk of the workers live in Histon or the other villages round, and hundreds of them come to the factory every day upon their bicycles. Other workers travel in from Cambridge and a special train is run in and out morning and night for their benefit. Every department of the factory is kept scrupulously clean, and special arrangements are made for washing, catering, and so on. The machinery is of the most up-to-date description, much of it having been specially invented by the staff of engineers which Messrs. Chivers employ, and the principle aimed at is always that in the manufacture of their goods there shall be as little handling of the fruit as possible so as to keep it whole and fresh. Some of the machinery is almost human in its operations.

Only those who have visited the factory and have seen the ideal hygenic conditions under which the various commodities are prepared at Histon and have also visited large town and city factories can appreciate the advantage of having foodstuffs such as jams and jellies made right in the midst of the country. The surroundings of the Histon factory are absolutely rural. Birds nest under its eaves and in the trees and shrubs within its grounds. The cuckoo and the nightingale can be heard from its windows, and an old rustic windmill turns its sails just outside the doors. The factory grounds are planted with flowers and the fragrant blossoms are seen and enjoyed by the workpeople as they go to and from their employment.

The influence of the Chivers' ideal is seen in the villages of Histon and Impington, which are models from the

The girls' recreation ground.

Workmen's model cottages at Histon.

social and moral point of view. Mr. Rider Haggard in his "Rural England," speaking of Messrs. Chivers' Works, says: "Of the excellent influence of this great factory upon the neighborhood there can be no doubt."

Not only during working hours do Messrs. Chivers look after the welfare of their employees, but afterwards, too. They have provided and equipped in a way which would do credit to an exacting city taste, institutes for both men and women, and these are the centres of the social life of the village. Here there are rooms for reading, refreshment, billiards, table games, and so on, and the girls' institute, which was originally an old country mansion, has very beautiful grounds in which the girls can rest during meal times and on summer evenings. Classes are held regularly for the teaching of cookery, needlework, drill, nursing, basket-making, and domestic economy. Baths are also fitted up in the institutes, a very great boon in a rural village.

Of course, the manufacture of jam, great as it is, is now only a part of Messrs. Chivers' extensive business. They are also one of the leading pioneers in the wholesale manufacture of table jellies and their name throughout the world is the standard for these delicacies. Their jellies are acknowledged as first in flavor and quality, and they have been the favorite for a quarter of a century. Only the choicest materials are used in their manufacture and the flavors are provided with the real juices of ripe fruits.

Messrs. Chivers are also the pioneers in the canning and bottling of English fruits, and these goods prepared at Histon cannot be equalled. The firm has the supreme advantage of being able to preserve the fruit directly it has been picked and thus it does not suffer the unavoidable deterioration that results from a long railway journey to a distant town. All the jams and jellies are made in silver-lined pans, and the interiors of the cans in which the preserved fruits are packed in syrup are prepared by a unique process so as to make them acid proof and thereby guarantee absolute safety and purity. The Lancet, the great organ of the Medical Profession in England, speaking of this says: "It is satisfactory to learn that the old objection to the use of the tin container for the purpose of preserving fruits has been completely overcome by a method recently adopted by Messrs. Chivers & Sons, the well known fruit-growers and manufacturers of jams, of Histon in Cambridgeshire. The process is extremely simple, and is absolutely proof against the action of fruit acids, and in fact, as we have found, against even the action of mineral acids. We have examined several tins in which various fruits have been kept and in no instance were we able to find any evidence of the tin being acted upon, the lacquer being just as sound as when it had been first put on. In view of these results there is no reason whatever why prejudice should any longer exist against the use of tin for packing preserves so long as this veneering process is carried out in the satisfactory way just indicated. This departure not only satisfies hygienic requirements but also is calculated to reduce the cost to the consumer of a popular palatable article of food. The method, it seems to us, should give a stimulus to home fruit-growing as it provides a satisfactory means of preserving fruit which is hygienically sound and economical. We carried out a number of careful experiments with the following fruits preserved and packed in this way: raspberries, strawberries, gooseberries, plums, blackberries, greengages, and damsons. In no instance was there the least indication of any action on the tin, and not a trace of tin could

Where Messrs. Chivers made their first jar of jam.

be found in the syrup, while the color of the fruit was satisfactorily preserved."

The Chivers family have always been men of the strictest integrity and from the first have determined that they would supply no foodstuffs except such as were absolutely pure and of the very highest quality, a policy which they have continued to the present day. In England their name is everywhere recognized as a guarantee of purity, and they have been honored with a Royal Warrant as Purveyors of Jams, Jellies and Canned English Fruits to His Majesty King George V. Mr. Rider Haggard in his well-known work, "Rural England" says: "The firm has always been careful that the quality of its goods should be of the best. The factory itself, with its silver-lined boilers, its cooling rooms, its patent apparatus for filling the jars, its tramways, its printing and silver-plating, packing-case making, labelling, baking powder, mincemeat, and 'Cambridge Lemonade' departments, etc., is a truly wondrous place. Further, it is fitted with every possible convenience, such as electric light throughout."

The firm erects all its own factories, builds its own machinery, and makes all its own cans, boxes, and baskets. The works at Histon, indeed, are practically a self-contained town. The present Managing Director, Mr. John Chivers J. P., to whom the larger and more recent developments of the business are due, with the aid of a very competent and skilled staff actively controls the whole of its operations.

In their agriculture and horticulture, as well as in their manufacturing methods, Messrs. Chivers are always to the fore. Everything is done on a scientific basis, and the very latest improvements in the treatment of soil and crops are adopted, while in many matters Messrs. Chivers lead the way.

For instance, they have a system of spraying fruit trees invented by their own staff, which is probably unequalled for efficiency in any part of the world. The spraying solution is boiled in great tanks in the orchards, and is then pumped through main pipes laid underground and conveyed to all parts of the plantations by lengths of flexible piping passing up the avenues of trees. A score or more of men can then tap the solution at one time and spray the trees by merely turning on the nozzles of the pipes which they hold in their hands.

Messrs. Chivers are just as enterprising in securing the very best varieties of fruits for their manufactures. Under scientific supervision hundreds of seedlings of new varieties of fruits, such as raspberries, strawberries, gooseberries, plums, and so on, are being raised annually, and many of the latest creations of Luther Burbank, the famous American plant wizard, are imported direct for experimental purposes.

On their farms Messrs. Chivers have introduced pedigree stock and they recently took the first prize at the Royal Agricultural Show for the best small flock of Suffolk sheep in all England. Their shire horses and herd of dairy Shorthorns too, are among the finest in the country. They have also the biggest bee farm in the United Kingdom, and raise about ten thousand head of poultry annually. The bees are kept primarily for fertilizing purposes, but the honey proves a valuable item in Messrs. Chivers' business, and the hens' eggs with butter made from the milk of their cows are used in the manufacture of Chivers' Lemon Curd, a highly nourishing delicacy which is becoming more popular every day.

They also make a lemon powder known as Cambridge Lemonade which is acknowledged to be the finest on the market. It is guaranteed absolutely pure and is made from fresh Sicilian lemons and refined sugar only. No chemicals whatever are used. Then there are Chivers' Custard and Blanc-mange Powders, which are sweetened ready for use; Cambridge Soups made from the best home-grown vegetables and declared by Sir C. A. Cameron, C.B., M.D., F.R.C.P., to possess "much nutritive value." Chivers' Mincemeat and Christmas Puddings are in growing demand and their Marmalades—of which there are three varieties—Orange, Home-Made, and Olde English—are as well-known and as highly prized as their jams and jellies.

In view of these facts it is not surprising that Messrs. Chivers' export trade is going up by leaps and bounds, and in Canada, both East and West, they are forging ahead in a remarkable manner.

A peep at Messrs. Chivers' offices.

TWENTY YEARS AGO IN THE GROCERY TRADE

Following items are from Canadian Grocer of June 30, 1893:—

"A prominent London grocer proposes that a law be passed limiting a grocer's suit for a debt to $10, which he says, would compel the grocer to shut down on supplying a debtor before his losses would compel him to shut up."

Editorial Note.—In many respects this does not appear to be a bad suggestion, particularly if it would prohibit accounts from getting beyond the $10 figure. It should certainly tend to make retailers more careful in extending credits, but the smooth-tongued, professional deadbeat might find it convenient.

* * *

"Mayor H. Telfer, of Telfer Bros., Collingwood, was in Toronto Saturday last with the lacrosse team of that town, which, under his captaincy did battle with the Toronto's for the intermediate championship."

Editorial Note.—Telfer Bros. is another of the many firms who were in business 20 years ago as well as to-day.

* * *

"J. F. Eby, of Eby, Blain & Co., who injured his knee about three weeks ago while out riding, was down to business again Tuesday, the first time in over two weeks. He is not yet able to put his foot to the ground."

Editorial Note.—In this case history has not repeated itself as far as the present is concerned. Mr. Eby is hale and hearty to-day.

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MINIMIZING FIRE RISK IN COUNTRY STORE.

(Continued from page 24.)

Rescued by the Force Pump.

The next summer the blacksmith shop caught fire in the middle of the night. It was during the dry season and the old shop was like tinder. It was separated from the store by a narrow alley about 22 feet wide. The side of the store next to the burning shop was covered with metal siding and had a tin roof. The main part of the store however had a shingle roof. The wind was blowing directly over this part, and, had it not been for the big cistern and the installation of the force pump, we would never have been able to keep the fire from gaining a foothold. As it was the stream was kept constantly playing on this part of the roof but still the fire could not be kept down. The fierceness of the blaze can be judged from the fact that a live oak tree three hundred yards away caught fire from the flying brands. However, by covering the roof with horse blankets and then soaking these with water the fire was kept at bay. The water was then turned on the metal siding which was almost red-hot. That pump and cistern saved the building and after the fire died down, we swept five bushels of cinders off the roof.

This was the lesson that brought action for after that trying experience we determined to equip our store in a way that would reduce the fire risk to the minimum. It was decided to equip the place with chemical extinguishers and in later years this proved a wise move. An iron ladder was attached permanently to the roof at four different points. This reached to within seven feet of the ground as the ends were folded back and tied but could be let down to the ground level in case of need. All inflammable material was kept in a fire-proof cellar and the property was kept free from all accumulations that would provide material for a fire. The staff was organized into an efficient fire fighting force and fire drills were held at unknown periods. A large fire alarm bell was placed in the building with a distinct set of signals for each floor and building.

Reduced Insurance Rates.

All these precautions were not without their reward for the equipment was soon paid for by the reduction of 40c per $100.00 in the fire insurance rate. Formerly with the old slip-shod methods we were having fires at very frequent intervals but after adopting the new plan the fires from internal causes were practically eliminated and for five years now there have been none in this store. The fire fighting apparatus saved the store again when the hotel directly across the street burnt up. This time there was no confusion—everybody knew what to do and did it. The stock in the store was hardly disturbed while before, the store always looked as if a cyclone had hit it after every fire.

It certainly pays to eliminate the fire risk and when it can be done with such little expense it behooves every dealer to take preventive measures before it is too late. An ounce of prevention is worth a ton of ashes and regrets.

A Grocer's Invoice of 1865

Editor, Canadian Grocer.—Your article in last weeks' Grocer re grocery invoice of 1876, prompted me to look up an invoice of groceries of date May 15th, 1865, which I purchased from the late firm of Harvey Stuart & Co., Hamilton, forty-eight years ago. I have been in the grocery business ever since and clerked in a grocery store six years before that, making a total of over 54 years in the same business, a record which I think will be hard to beat.

Prices of above mentioned invoice of staple goods as follows:

Dark yellow sugar, in 100 lb. lots	9¼ to 10 c
Dry crushed sugar (now granulated), per lb.	12½c
Ground sugar, per lb.	14 c
A good Young Hyson Tea, 85c, now bought for, per lb	35 c
A second grade Hyson Tea, 65c, now bought for, per lb	30 c
A medium Congou Tea, 65c, now bought for, per lb	28 c
A medium Japan Tea, 63c, now bought for, per lb	28 c
Scaled herring, per box	40 c
Common starch, per lb.	08 c
2 X. X. Vinegar, per gal.	25 c
Common figs, per lb.	14 c
Layer raisins, per lb.	15 c
Orange, citron and lemon peels, per lb.	30 to 35 c
Golden syrup, per gal.	57 c
¼ Sardines, per box	17 c
½ Sardines, per box	27 c

Many other lines of goods were fully double the price of to-day.

In those early days, eggs were selling at 6c per doz., and best dairy butter 10c per lb. Barrel Salt, $4.50 to $5 per bbl. On the average, living is less to-day than 54 years ago.

Must say that The Grocer has been worth many dollars to me.

E. J. CODY,
Embro, Ont.

June 21st, 1913.

Editorial Note.—The above is certainly an interesting old invoice and shows that on imported goods prices were generally much higher 48 years ago than to-day. Butter and eggs, of course, were cheaper then because the population of Canada was thin and trade with the Old Country had not been extensively developed.

Canadian Grocer would appreciate hearing from others in the trade with regard to old invoices. These are not only interesting to pioneer merchants but also to those who have joined the trade in recent years.

Wholesalers Take Tip from N.Y. Market

Advance of 10 Cents on Refined in New York Causes Toronto Wholesalers to Think of Buying—Brokers Differ as to Local Future of Market—Closest Attention Necessary—More News on Canned Goods.

QUEBEC MARKETS.

POINTERS—

Sugar—Steady.
Rice—Firm.
Raisins—Weak.

Montreal, June 24.—Grocery market is quiet and there were few new developments during past week. Prices seem to have tendency to remain steady and market might be termed a waiting one, as trade seems to be waiting to see what will be the outcome of the fluctuations in money market.

New pack lobsters are arriving and price asked is high, being $3.25 per dozen for half pound tins. These are only size in stock at present.

Imported French peas have advanced 50c per case on arrival of new pack. It might be stated here that scientists in England and France have come to the conclusion that the copper sulphate used to give French peas a delicate green color is not present in sufficient quantities to prove injurious to health. It is further proven that nearly all vegetables and some grains among which is wheat, have a small proportion of copper in them. It is stated that as copper is insoluble there is no danger to be feared as the human system will discard that which it can assimilate.

Fairbank's lard is up 5c per tin, while pure lard is down 5c per tin. Sultana raisins are cheaper this year than last year and it is general opinion that prices will go still lower as crop is reported to be bumper one.

SUGAR.—New York market for refined sugars advanced 10c this morning, American and Nationals quoting $4.45; Warner and Federal, $4.40; Arbuckle, $4.30, and all other firm at $4.30. This advance is due to a better market for raw sugar and Cubas are selling at 2c. In Montreal there has been no change. The demand is fair but the buying is of hand to mouth variety. Buyers seem to take stand that prices will go lower and seem to prefer taking a chance of paying higher prices later on, than stocking up at present. Market here is steady with a stronger undertone and should demand increase and New York market remain firm there is every likelihood that prices here will be firmer. Local market is not yet on a parity with New York and it is possible that that market may advance another twenty cents before the local would be affected. However, local market has been acting rather independently of late which makes it very difficult to predict its movement with any degree of certainty. It must be remembered that the refineries here have large stocks in hand and that this is biggest factor in keeping prices weak. Yet, on the other hand, the country is pretty bare of stocks, and when the canning season opens in full swing, there will be a big rush for supplies. The refiners are relying on this rush of business to reduce stocks and should their anticipations be realized the market will be put on a more stable basis. In that event price would most likely advance.

Granulated, bags	4 30
Granulated, 20-lb. bags	4 40
Granulated, 5-lb. cartons	4 60
Granulated, 2-lb. cartons, per cwt.	4 60
Granulated, Imperial	4 15
Granulated, Beaver	4 15
Paris lumps, boxes 100 lbs.	5 05
Paris lumps, boxes 50 lbs.	5 15
Paris lumps, boxes 25 lbs.	5 35
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 10
Crystal diamonds, 100-lb. boxes	5 25
Crystal diamonds, 50-lb. boxes	5 35
Crystal diamonds, 5-lb. cartons	6 20
Crystal diamonds, Dominoes, cartons	7 00
Extra ground, bbls.	4 70
Extra ground, 50-lb. boxes	4 90
Extra ground, 25-lb. boxes	5 10
Powdered, bbls.	4 50
Powdered, 50-lb. boxes	4 70
Powdered, 25-lb. boxes	4 90
Phoenix	4 50
Bright coffee	4 45
No. 3 yellow	4 35
No. 2 yellow	4 25
No. 1 yellow	3 95

Bbls. granulated and yellow may be had at 5c above bag prices.

MOLASSES.—The ex-wharf price for molasses suddenly went up this morning and is now quoted in some quarters at 34½c, but there are still offerings being made at 33c. This is not likely to last for many more days as it seems to be the general opinion that market will advance to around 34 to 34½c. Stronger tone in sugar market both for raws and refined is having its effect on molasses market. Rally in molasses is not thought to be long lived and market will likely settle down to a price somewhere between 33 and 35c. Buyers are still indifferent. Ex-store price is unchanged but stronger in sympathy with the ex-wharf price.

	Fancy per gal.	Choice.
Puncheons	36	35
Barrels	39	38
Half Barrels	41	40

Barbadoes molasses in Montreal.			For Island of Combined Territories.	
	Fancy	Choice	Fancy	Choice
Puncheons	0 41	0 39	0 39	0 37
Barrels	0 44	0 42	0 42	0 40
Half barrels	0 46	0 44	0 44	0 42

Carload lots of 20 puncheons or its equivalent in barrels or half barrels to one buyer may be sold at "open prices." No discounts will be given.

Antigua	0 32	0 33
Corn syrups, bbls.	....	0 03¼
Corn syrups, half-barrels	....	0 03½
Corn syrups, quarter-barrels	....	0 03¾
Corn syrups, 38½-lb pails	....	1 75
Corn syrups, 25-lb. pails	....	1 25
Cases, 2-lb. tins, 2 doz. per case	....	2 40
Cases, 5-lb. tins, 1 doz. per case	....	2 75
Cases, 10-lb. tins, ½ doz. per case	....	2 65
Cases, 20-lb. tins, ¼ doz. per case	....	2 60
Pure maple syrup, in 8½ lb. tins		0 75
Pure maple syrup, in 15-gal. kegs, 8c per lb., or, per gallon		1 00
Pure maple sugar	0 10	0 11

DRIED FRUITS.—There is good demand for dried fruits for this season. Sultana raisins are cheaper than they were a year ago and the trade seem to think that these will go even lower as the reports from California advise a good crop. Currants are firm and in the event of continued warfare in the Balkans will likely go higher as the production of currants will be seriously hampered by scarcity of labor.

Raisins—		
Choice seeded raisins	....	0 07½
Choice fancy seeded, 1-lb. pkgs.	....	0 08
Choice loose muscatels, 2 crown, per lb.	....	0 06½
Choice loose muscatels, 3-crown, lb.	....	0 06¾
Choice loose muscatels, 4-crown, per lb.	....	0 07¼
Seedless, new, in packages, 12 oz.	0 07	0 07½
Seedless raisins, new, 16 oz. pkgs.	0 08	0 08½
Select raisins, 7-lb. box, per lb.	....	0 07
Sultana raisins, loose, per lb.	0 08	0 10
Sultana raisins, 1 lb. cartons	0 09	0 11
Malaga table raisins, 3-crown, lb.	....	2 50
Malaga table raisins, 4-crown, lb.	....	3 40
Malaga table raisins, 5-crown, lb.	....	4 00
Malaga table raisins, 6-crown, lb.	....	5 20
Malaga table raisins, 7-crown, lb.	....	5 50
Malaga table raisins, clusters, per ¼ box	0 75	1 25
Valencia, fine, off stalk, per lb.	0 06½	0 07
Valencia, select, per lb.	0 07	0 07½
Valencia, 4-crown layers, per lb.	....	0 08
Evaporated apricots	0 14½	0 15
Evaporated apples	....	0 06½
Evaporated peaches	0 09¼	0 10
Evaporated pears	0 12½	0 14
Currants, fine filiatras, per lb., cleaned	0 06½	0 07
Currants, 1-lb. pkgs. fine filiatras, cleaned	0 07¾	0 08½
Currants, Patras, per lb.	0 09	0 09½
Currants, Vostizzas, per lb.	0 09½	0 10
Dates, 1-lb. packages	0 06¾	0 07½
Dates, Hallowee, loose	....	0 06
Fards	....	0 11
Figs, 3 crown	....	0 10½
Figs, 4 crown	0 10¾	0 11
Figs, 5 crown	0 11½	0 12
Figs, 6 crown	0 12½	0 13½
Figs, 7 crown	0 13½	0 14
Figs, 9 crown	0 14½	0 15
Comadre figs, about 33-lb. mats	1 30	1 40
Glove boxes, 16-oz., per box	0 10½	0 11½
Glove boxes, 10-oz., per box	0 07½	0 08
Prunes—		
20-30	....	0 12
30-40	0 11	0 12
40-50	....	0 09½
50-60	....	0 08½
60-70	....	0 07½
70-80	....	0 07
80-90	....	0 06½
90-100	....	0 06
Bosnia prunes	0 07	0 08

TEA.—Trading is quiet although there is a larger volume of business passing than a week ago. The new crop is firm and prices have an upward tendency.

Japans—		
Choicest	0 40	0 50
Choice	0 35	0 40
Fine	0 30	0 35
Medium	0 25	0 30
Good common	0 20	0 25
Common	0 18	0 20
Yamashiro	0 75	1 00
Ceylon—		
Broken Orange Pekoe	0 30	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—		
Pekoe Souchongs	0 19	0 20
Ceylon Greens—		
Young Hysons	0 24	0 26
Hyson	....	0 22
Spanish No. 1	....	0 12¼
Virginia No. 1	....	0 13¼
Gunpowders	0 19	0 35
China Greens—		
Pingsuey gunpowder, low grade	0 14	0 18
Pingsuey gunpowder, pea leaf	0 20	0 30
Pingsuey, gunpowder, pinhead	0 30	0 50

COFFEE.—There is no change in the local or primary markets this week. Conditions governing price changes are unvaried. Trading is quite brisk.

Mocha	0 28	0 29
Rio	0 19½	0 21½
Mexican	0 25	0 28
Santos	0 21½	0 23½
Maracaibo	0 22½	0 24½
Javas	0 30	0 40

SPICES.—Trading is quite brisk. Prices now are stationary and it is expected that they will remain so for some time to come as the primary markets are dull and uninteresting.

Allspice	0 13	0 18
Cinnamon, whole	0 18	0 20
Cinnamon, ground	0 16	0 20
Caraway seed	0 08	0 09
Batavia cinnamon	0 25	0 30
Cloves, whole	0 27	0 35
Cloves, ground	0 24	0 35
Cream of tartar	0 25	0 32
Ginger, Cochin	0 17	0 20
Ginger, Jamaica	0 20	0 25
Ginger, Jamaica, whole	0 17	0 20
Mace	....	0 75
Nutmegs	0 25	0 30
Peppers, black	0 16	0 18
Peppers, white	0 27½	0 30
Peppers, white, whole	0 25	0 27
Pepper, black, whole	0 15	0 17
Pimento	0 15	0 17

RICE AND TAPIOCA.—Mail advices of the 20th, instant, regarding Patna rice report a strong market in England, and state that there is no possibility of selling at lower prices. Considering that firms are now getting to the end of their stocks, the question arises as to whether Patna rice will advance and what the amount of the advance will be.

A few days later advices state that Patnas have remained strong and as stocks are low and the export of the rough rice from India is finished for the season, Patnas should advance. The Rangoon rice market has been suffering from a long period of inactivity and depression, but there does not seem to be any further reason for drop in prices. The whole trend of the market has been brighter during the past week and it seems that the bottom prices have been reached. It now looks as if the market will recover. But it has been such a disappointing season that it is hard to predict the trend of the market.

Rangoons—		
Rice, grade B, bags 250 lbs.	....	3 35
Rice, grade B, bags 100 lbs.	....	3 35
Rice, grade B, bags 50 lbs.	....	3 35
Rice, grade B, pockets 25 lbs.	....	3 45
Rice, grade B, ½ pockets, 12½ lbs.	....	3 55
Rice, grade C.C., bags 250 lbs.	....	3 25
Rice, grade C.C., bags 100 lbs.	....	3 25
Rice, grade C.C., bags 50 lbs.	....	3 25
Rice, grade C.C., pockets 25 lbs.	....	3 35
Rice, grade C.C., ½ pockets, 12½ lbs.	....	3 45
India bright, 250 lb. bags	....	3 50
Lustre, loose, 250 lb. bags	....	3 60
Patna, polished	....	4 40
Finest imported Patna, 224 lb. bags	....	5 37½
Finest imported Patna, 112 lb. bags, bag	....	5 50
Finest imported Patna, 56 lb. bags	....	5 62½
Pearl	....	4 60
Sparkle	....	5 10
Crystal	....	5 10
Snow	....	5 30
Imperial Glace	....	4 90
Ice Dips	....	5 45
Canadian Caroline rice	....	7 10
Imported Caroline rice, hand picked	....	9 00
Imported Caroline rice, fancy	....	8 00
Brown sago, lb.	0 04½	0 05½
Tapioca, medium, pearl, lb.	0 05¼	0 06
Seed, lb.	0 05	0 06

NUTS.—Marbot walnuts have declined one cent per pound and are now selling at 12½ to 13½c. Peanuts are in good demand with prices firm.

In shell—		
Brazils	0 19	0 20
Filberts, Sicily, per lb.	0 12½	0 13
Filberts, Barcelona, per lb.	0 11	0 13
Tarragona Almonds, per lb.	0 16	0 16½
Walnuts, Myette Grenobles, per lb.	0 15	0 16
Walnuts, Marbots, per lb.	0 12½	0 13½
Walnuts, Cornes, per lb.	0 11	0 12
Hungarian	0 13½	0 15
Shelled—		
Almonds, 4 crown, selected, per lb.	0 42	0 50
Almonds, 3 crown, selected, per lb.	0 35	0 37½
Almonds, 2 crown, selected, per lb.	0 31	0 32
Almonds (in bags), standards, lb.	0 27	0 28
Cashews	0 15	0 17
Peanuts—		
American—		
Japanese roasted	....	0 08¾
Coon, roasted	....	0 08¼
Diamond G, roasted	....	0 09¼
Bon Ton, roasted	0 11	0 12
Sun, roasted	0 10	0 12
Pecans, jumbo	0 18	0 20
Pistachios, per lb.	....	0 75
Walnuts—		
Bordeaux, halves, bright	0 27	0 28
Broken	0 27	0 29

ONTARIO MARKETS.

POINTERS—

Sugar—Opinions vary.
Tea—Primary markets uninteresting.
Coffee—Steady.
Molasses—Look Firmer.

Toronto, June 25.—Business on the whole has taken on a considerably brisker tone this week. One of main features accounting for this is fact that new crops in many lines have now been fully assured, and with this, and prices opening, excitement has increased, causing greater amount of buying on all hands. Wholesalers, too, report things in better condition. One tea traveller recently told The Grocer that month of June looked as if it would be his best month during past year both from standpoint of sales and collections. A coffee importer also states that his trade is ahead of last year's. Though trade is not as brisk has been the case in some other years, prospects now are for greater activity and general improvement.

SUGAR.—Opinions vary as to real situation in sugar. New York advanced prices on refined 10 cents yesterday which is an advance of 20 points from recent lowest. Raws there, are fully one-sixteenth higher and show a decidedly improved tone which has been reflected by change in refined. Stocks until a short time ago, were heaviest on record, but are now being reduced every week through good seasonable consumption.

Following advance in New York buying amongst local wholesalers has been heavier than for some time, though even yet with no great speculative interest. One broker states, "Here, we look for a steady market. As yet there is no indication for a change in immediate future, but with seasonable consumption an advance would seem probable."

On other hand, there have recently been heavy rains in Germany, giving even better prospects for a bumper beet crop, and should favorable conditions continue, this will undoubtedly have its effect. One broker states, "market is unchanged from last week with exception of an advance of 10 cents in New York," but appears to think chances for a decline equally good as for an advance. Situation deserves close watching.

Extra granulated, bags	4 40
Extra granulated, 20-lb. bags	4 50
Extra granulated, 5-lb. cartons	4 70
Extra granulated, 2-lb. cartons	4 70
Second grade granulated	4 25
Yellow, bags	4 00
Barrels of granulated and yellow will be furnished at 5 cents above bag prices.	
Extra ground, bbls.	4 80
Extra ground, 50-lb. boxes	5 00
Extra ground, 25-lb. boxes	5 20
Powdered, bbls.	4 60
Powdered, 25-lb. boxes	5 00
Powdered, 50-lb. boxes	4 80
Crystal diamonds, 5 lb. boxes	7 10
Crystal Dominoes, 5 lb. boxes	7 20
Paris lumps, in 100-lb. boxes	5 15
Paris lumps, in 50-lb. boxes	5 25
Paris lumps, in 25-lb. boxes	5 45
Paris lumps, cartons, 20 to case	0 35

SYRUP AND MOLASSES.—Greater firmness would naturally be expected in molasses situation following advance in sugar in New York, but no action has yet been taken. Dealers still continue to limit time of futures with wholesalers to June 30.

Syrups—		Per case.
2 lb. tins, 2 doz. in case		2 40
5 lb. tins, 1 doz. in case		2 75
10 lb. tins, ½ doz. in case		2 65
20 lb. tins, ¼ doz. in case		2 60
Barrels, per lb.		0 03¼
Half barrels, lb.		0 03½
Quarter barrels, lb.		0 03¾
Pails, 38½ lbs. each		1 75
Pails, 25 lbs. each		1 25
Molasses, per gallon—		
New Orleans, barrels	0 27	0 29
New Orleans, half barrels	0 29	0 31
West Indies, barrels	....	0 28
West Indies, half barrels	....	0 30
Barbados, fancy, barrels	0 45	0 47
Barbados, fancy, half barrels	0 49	0 50
Maple Syrup—Compound—		
Gallons, 6 to case		4 80
½ gals., 12 to case		5 40
¼ gals., 24 to case	4 80	5 40
Pints, 24 to case	2 70	3 00
Maple Syrup—Pure—		
5 gallon cans, 1 to case	....	1 25
Gallons, 6 to case	6 60	8 00
½ gallons, 12 to case		7 25
Quarts, 24 to case	7 25	8 40
Pints, 24 to case	....	4 70
Maple Sugar—		
Pure, per lb.	0 14	0 15
Maple Cream Sugar—		
24 twin bars	....	1 88
40 and 48 twin bars	....	3 00
Maple butter, lb. tins, dozen	....	1 90

DRIED FRUITS.—Estimate on new crop Valencia raisins is now 20 to 22 thousand tons. This, while an average crop, is much above that of last year and should favorable conditions hold prices should open at about 8s 6d per cwt.

Latest report from California states: "All markets are extremely strong. Under a heavy demand stocks are rapidly disappearing." Estimates have been numerous, but so far there appears a general indifference towards following these as gospel truth.

Apples, evaporated, per lb.	0 06½	0 07
Apricots—		
Standard, 25-lb. boxes	....	0 14
Choice, 25-lb. boxes	....	0 16
Fancy	0 18	0 22
Candied Peels—		
Lemon	0 11	0 12½
Orange	0 12	0 13
Citron	0 15	0 18
Currants—		
Fine Filiatras, per lb.	....	0 07
Choicest Amalas, per lb.	....	0 07½
Patras, per lb.	....	0 07¾
Choice Vostizzas	....	0 10
Shade dried Vostizzas	0 10½	0 11
Cleaned, ¼ cent more.		
Dates—		
Fards, choicest, 12-lb. boxes	0 08½	0 09½
Fards, choicest, 60-lb. boxes	0 07	0 07½
Package dates, per pkg.	0 06½	0 07½
Figs—		
Natural figs, in bags, lb.	0 05	0 07
Comadre figs, in taps, per lb.	0 04	0 04½
Eleme figs, in boxes, according to size, lb.	0 08½	0 15
Peaches—		
Standard, 25-lb. boxes	....	0 10
Choice, 25-lb. boxes	0 11	0 12½
Choice, 50-lb. boxes	0 07½	0 08
Prunes—		
30 to 40, in 25-lb. boxes, faced	0 12½	0 13¼
40 to 50, in 25-lb. boxes, faced	....	0 11¼
50 to 60, in 25-lb. boxes, faced	....	0 09
60 to 70, in 25-lb. boxes, faced	....	0 07½
70 to 80, in 25-lb. boxes, faced	....	0 07
80 to 90, in 25-lb. boxes, faced	....	0 06½
90 to 100, in 25-lb. boxes, faced	....	0 06
Same fruit in 50-lb. boxes, unfaced, ½c less.		
Raisins—		
Sultana, choice	0 10	0 12
Sultana, fancy	0 12	0 14
Valencias, old stock	0 07½	0 08
Seeded, 1 lb. packets, fancy	....	0 08
Seeded, 1 lb. packets, choice	0 06¾	0 07

TEA.—Common and medium teas on Colombo market showed some interest during past week, and with prices right, some buying was done. Market is lower on these than a month ago but seems to have reached bottom.

Quality in London and on better grades in Colombo is off rendering general lack of interest. Better samples are expected in Ceylons about August, and in Indians about September.

COFFEE. — Prices are somewhat easier in primary market owing to new stock coming on now from growing districts. Importers now look for present prices being maintained throughout the summer.

Bagotas	0 27	0 28
Chicory	0 11	0 13
Gautemala	0 26	0 28
Jamaica	0 24	0 25
Java, roasted	0 32	0 35
Maricaibo, roasted	0 25	0 26
Mexican	0 27	0 28
Mocha, roasted	0 30	0 32
Rio, green	1 18	0 20
Rio, roasted	0 18½	0 21
Santos, roasted	0 23	0 25

SPICES.—Following an advance of ½ cent last week on cream of tartar some firms have put prices up still another cent this week. Gingers, if anything, are inclined to be easier. Firmness continues to prevail in all peppers.

	5 and 10 lb. Tins.	¼ lb. pkgs.	¼ lb. tins doz.
Allspice	14—17	60—0 70	70—0 80
Cassia	22—27	72—0 90	80—0 90
Cayenne pepper	23—28	72—0 90	90—1 15
Cloves	30—35	1 08—0 95	..—1 08
Cream tartar	30—31	....	....
Curry powder	..—35	....	....
Ginger	22—27	65—0 85	75—0 95
Mace	75—1 00	....	0—2 75
Nutmegs	25—30	90—0 00	1 60—2 50
Peppers, black	19—22	67—0 75	80—0 90
Peppers, white	27—29	90—1 05	1 05—1 15
Pastry spice	20—27	65—0 95	75—1 10
Pickling spice	14—18	75—0 00	75—0 00
Turmeric	16—18	....	....

Range for pure spices according to grade. Pails or boxes 2 cents per lb. below tins. Barrels 3 cents below tins.

Cardamon seed, per lb., in bulk	2 25	1 80
Cinnamon, Ceylon, per lb.	....	0 50
Mustard seed, per lb., in bulk	0 10	0 12
Celery seed, per lb., in bulk	0 60	0 70
Shredded cocoanut, in pails	0 17	0 20

RICE AND TAPIOCA. — Primary market on tapioca is still quite weak and causing heavy buying locally both by wholesale and retail trade. Rice holds steady with little change.

	Per lb.	
Rice—		
Rangoon, per lb.	0 03½	0 04
Rangoon, fancy, per lb.	....	0 05½
Patna, per lb.	0 05½	0 06½
Japan, per lb.	0 05½	0 08
Java, per lb.	0 06½	0 07
Carolina, per lb.	0 08	0 10
Sago—		
Brown, per lb.	0 05	0 05½
White, per lb.	....	0 05½
Tapioca—		
Bullet, double goat	....	0 08½
Medium pearl	....	0 05
Seed pearl	....	0 05½
Flake	....	0 09½

NUTS.—Opening price of 54s has been announced on Tarragona almonds. This is equivalent to about 14¼ cents here to wholesalers, and as compared with usual price of 11 to 12 cents shows advance this year over other years. All nuts continue firm with upward tendency.

	Per lb.	
In shell—		
Almonds, Formigetta	0 15	0 16
Almonds, Tarragona	....	0 17
Brazils	....	0 15
Filberts, Sicily	....	0 10
Filberts, Barcelona	....	0 09½
Peanuts, green, per lb.	0 10	0 10½
Peanuts, roasted	0 12	0 14
Pecans	0 18	0 20
Walnuts, Bordeaux	0 13	0 13½
Walnuts, Grenoble	0 16	0 16½
Walnuts, Marbots	0 14	0 15
Walnuts, Cornes	0 13	0 14
Shelled—		
Almonds	....	0 40
Filberts	....	0 27
Peanuts	0 09	0 10
Pecans	....	0 75
Walnuts, new	0 30	0 32

CANNED GOODS.

Toronto, June 25.—Opening prices on spinach have been announced this week at \$1.27½ on 2's and \$1.77½ on 3's. Some of this year's pack of strawberries have also been received, but no opening price has yet been given.

One local broker states, "There have been goods sold already on a flat price." But it is difficult to state what that price is, so many quotations are given.

Old stock is now moving out to such an extent that a fairly definite idea is had of how stocks are to last. In vegetables a hold over is expected in peas and pumpkins, and in fruits, in raspberries, strawberries and cherries. Other lines, it is thought, will be all moved out. Lower prices are predicted on peas for coming season, one wholesaler putting 85c as what will be most likely figure. While tomatoes are expected to open lower than last year, there is already some talk about poor crop prospects. Nothing definite can, however, be stated at this early date.

The Thistle Canning Co. are placing on the market a picnic tin of haddie in a seamless sanitary tin.

MANITOBA MARKETS.

Winnipeg, June 25.—As stated in last review, the weather and the crops are all absorbing topics. It is gratifying to be able to state that generally wheat prospects are good. The weather has been warm, but not excessively so, and Alberta and Saskatchewan have had plenty of rain. Some sections of Manitoba have also been favored; others are badly in need of a downpour at time of writing. Wheat on well-farmed land is good. Oats, flax and barley are fair, but hardly up to average.

Wholesale grocers report a satisfactory demand for staples and a good demand for summer specialties.

Patna and Brices are up ¼c.; there are no other changes of importance.

Collections are still cause of complaint, and there is still a conservative feeling as to orders, which, though numerous, are usually for small amounts.

Industrial conditions continue excellent; both civic and private enterprise are employing a large number of men, while at the same time no lack of labor, either skilled or unskilled, is cause of complaint.

SUGAR.—Sugar is a shade firmer in the primary markets on a generally improved demand, but there is no advance in prices. Big inroads in stocks are anticipated with the preserving season demand.

Extra standard granulated, per bbl	4 85
Montreal yellow, per bbl.	4 45
B.C. yellow, per barrel	4 45
Icing sugar, per barrel	5 45
Powdered, per barrel	5 25
Lumps, hard, per barrel	5 75

Sugar in sacks, 5 cents less.

SYRUPS.—Market steady and trade somewhat dull, as is usual during the summer season.

Corn Syrups—		
2 lb. tins, per case	....	2 28
8 lb. tins, per case	....	[illegible]
10 lb. tins, per case	....	2 51
20 lb. tins, per case	....	2 62
Barrels, per 100 lbs.	....	3 82
Molasses, New Orleans, gal.	0 33	0 35
Molasses, Barbados, gal.	0 45	0 50
Maple syrup, quarts, per case	....	6 20
Maple syrup, ½ gals.	....	5 85

DRIED FRUITS.—Dried fruits are quiet, as is to be expected in warm weather, and a market well supplied with fresh fruit. Prunes are firm, and evaporated pears have advanced ¾c per lb.

	Per lb.	
Prunes—		
Prunes, 90 to 100, 25 lbs.	....	0 05¼
Prunes, 80 to 90, 25 lbs.	....	0 06
Prunes, 70 to 80, 25 lbs.	....	0 06¼
Prunes, 60 to 70, 25 lbs.	....	0 06⅞
Prunes, 50 to 60, 25 lbs.	....	0 08
Prunes, 40 to 50, 25 lbs.	....	0 10
Apricots—		
Choice	....	0 15½
Standard	....	0 13½
Slab	....	0 11¼
Nectarines	....	0 11½
Cooking Figs—		
Choice boxes	....	0 06¼
Half boxes	....	0 06½
Half bags	....	0 05¼
Valencia Raisins—		
Fine, f.o.s., 28s, s.p., per box	....	2 75
Fine, selected, 28s, s.p., per box	....	2 70
4-crown layers, 22s, s.p., per box	....	2 65
4-crown layers, 17s, s.p., per box	....	1 35
4-crown layers, 17s, s.p., per box	....	0 75
Ne plus ultra, 82s, s.p., per box	....	2 20
Sultanas—		
California	....	0 09¾
Smyrnas	0 14	0 14
Currants—		
Dry clean, per lb.	....	0 07½
Washed, per lb.	....	0 07¾
1-lb. package	....	0 08¾
2-lb. package	....	0 17¾

TEAS AND COFFEES.—A very brisk demand at retail for fruit juices, syrups, etc., for hot weather beverages, has to some extent cut down the retail trade in teas and coffees. Prices are unchanged.

Coffee—		
Green Rio, No. 5	....	0 16¼
Roasted Rio	....	0 21
Green Santos	....	0 17
Roasted Santos	....	0 23
Chicory	....	0 11¼
Teas—		
China blacks, choice	0 25	0 40
India and Ceylon, choice	0 32	0 40
Japans, May picking	0 35	0 50
Japans, choice	0 35	0 45

NUTS.—Trade is fair, but not specially active. Advices from Palermo state that the Sicilian almond crop is a failure, and that these nuts will be scarce and dear. Brazils are also a light crop.

Brazil	0 18	0 19
Tarragona almonds	....	0 16¼
Peanuts, roasted, Jumbos	....	0 13
Peanuts, choice	....	0 11
Pecans	....	0 22
Marbot walnuts	....	0 13½
Grenoble walnuts	....	0 16
Sicily filberts	....	0 11½
Shelled almonds	0 33	0 34
Shelled walnuts	....	0 31

BEANS.—Trade in beans and kindred lines is seasonably quiet.

Beans—		
Hand picked	....	2 35
3 lb. picker	....	1 95
Peas—		
Split peas, sack, 98 lbs.	....	3 85
Whole peas, bushel	2 75	2 85
Barley—		
Pot barley, per sack 98 lbs.	....	4 75
Pearl barley, per sack 98 lbs.	....	3 65
Wheat granules, bale of 16	....	3 08

PRODUCE AND PROVISIONS.—The summer camping season has given quite an impetus to cured and canned meats. Butter and eggs are steady. There is now practically no Manitoba cheese on the market.

Butter—		
Creamery	0 26	0 24
Dairy, best	....	0 21
Dairy, No. 1	0 19	0 20
Dairy, No. 2	0 17	0 19

Cooking	0 16	0 17
Eggs, per doz.	0 18	0 19
Cheese—		
Ontario, large	....	0 15¼
Ontario twins	....	0 15½
Lard—		
Tierces, per lb.	....	0 13¾
50 lb. tubs	....	7 00
20 lb. pails	....	2 85
3 lb. tins, cases	....	8 85
5 lb. tins, cases	....	8 80
10 lb. tins, cases	....	8 70
Cured Meats—		
Hams	0 17	0 20½
Bacon	0 20½	0 24
Long clear D.S.	....	0 15¾
Shoulders	....	0 15½
Mess pork	....	28 00
Seneca root, new crop, per lb.	0 45	0 48

FRUIT AND VEGETABLES.—There is a first-rate demand for fresh vegetables and green fruits, and numerous changes in prices will be seen in the list. Lemons and oranges are a little dearer. Strawberries and imported cucumber cheaper.

Vegetables—		
Lettuce, dozen	....	0 48
New beets, box	....	2 00
Cabbage, new, per lb.	....	0 04
Carrots, lb.	....	0 04
Florida tomatoes, case	....	5 00
Green onions	....	0 35
Cucumbers, dozen	....	1 75
Cauliflowers, aozen	....	2 50
Imported mushrooms, lb.	....	0 90
Man. rhubarb	....	0 02
Manitoba spinach, per lb.	....	0 66
Fresh Fruit—		
Apricots	....	2 75
Plums	....	2 75
Peaches	....	2 75
Cherries, 10 lb. box	....	2 75
Strawberries, case 24 qts. Hood River	....	4 50
Pines	3 75	4 50
Bananas, per bunch	2 50	3 50
California lemons, crate	....	10 00
Florida grape fruit	....	7 00
Navel oranges, case	6 00	6 50
Messina lemons	....	9 00
Valencia oranges	6 80	7 50
Florida tomatoes	....	5 00
Watermelons, dozen	....	7 00
Apples, box	2 75	3 00

FLOUR AND CEREALS.—An advance in wheat and an improving domestic demand for flour is responsible for stiffer flour prices.

Flour—		
First grade patents	....	5 60
Second grade patents	....	5 10
First clears	....	4 20
Prices are for cotton bags jute 10 cents off.		
Rolled oats, 80 lbs.	....	1 65
Standard granulated, 98 lbs.	....	1 65
Corn meal, 98 lbs.	....	1 90
Wheat granules, 16-165	....	3 08

NEW BRUNSWICK MARKETS.

By Wire.

St. John, N.B., June 25.—Market this week is quiet with few changes to be noted in local grocery situation. Pork prices threaten upward but so far have remained steady. Flour which has furnished surprises lately is now not expected to go higher. Summer quotations bring butter 3 to 4 cents lower. Other dairy products are also weakening.

Bacon, roll	0 15	0 16
Bacon, breakfast	0 18	0 20
Beans, Austrian, bushel	2 30	2 65
Beans, yellow eye, bushel	3 45	3 50
Butter, dairy, per lb.	0 24	0 25
Butter, creamery, per lb.	0 25	0 26
Buckwheat, W., grey, bag	2 75	2 85
Cheese, lb.	0 13	0 13½
Cheese, new, lb.	0 13½	0 14
Currants, 1's, lb.	0 07¾	0 08
Canned Goods—		
Beans, baked	1 30	1 35
Beans, string	1 02½	1 05
Corn, doz.	1 10	1 15
Peas, No. 4	1 40	1 45
Peas, No. 3	1 43½	1 45
Peas, No. 2	1 45	1 50
Peas, No. 1	1 80	1 85
Peaches, 2's, doz	1 55	1 60
Peaches, 3's, doz.	2 35	2 40
Raspberries, doz.	2 20	2 25
Strawberries	2 20	2 25
Tomatoes	1 65	1 70
Cornmeal, gran.	....	4 85
Cornmeal, bags	....	1 50
Cornmeal, bbls.	....	3 15
Eggs, hennery	0 22	0 24
Flour, Manitoba	....	6 45
Flour, Ontario	....	5 95
Lard, compound, lb.	....	0 11¼
Lard, pure, lb.	0 15¼	0 15½
Lemons, Messina, per box	3 50	4 00
Molasses, Barbados, fancy	0 38	0 39
Oatmeal, rolled	....	5 25
Oatmeal, std.	....	5 80
Pork, domestic mess	....	29 00
Backs, American clear, bbl.	....	27 00
Potatoes, barrel	....	1 40
Raisins, California, seeded	0 08	0 09
Rice, per cwt.	3 85	3 95
Salmon, Case—		
Red Spring	9 25	9 50
Cohoes	8 50	8 75
Sugar—		
Standard granulated	....	4 50
United Empire	....	4 40
Bright yellow	....	4 30
No. 1 yellow	....	4 00
Paris lumps	....	5 50

◆

A VISITOR FROM CORNWALL.

Donald J. Gillies, of Cornwall, was a caller at the Toronto office of Canadian Grocer this week. Mr. Gillies, who is reeve of his town, has a large grocery and crockery business, and has been a reader of Canadian Grocer since it was first published. He became a subscriber when he first started in business, twenty years ago, and had read it before that when with G. W. Armstrong, who was one of our charter subscribers. Mr. Gillies reports Cornwall flourishing in anticipation of the early development of power on the Cedar Rapids. Trade this year has so far been in advance of last year, and collections satisfactory.

◆

SELLING EGGS BY WEIGHT A PROBABILITY.

(Continued from page 25.)

dealing. From these standpoints it would seem that the man who decides to sell by weight has everything in his favor. He can make out a strong case to his customers by showing them how they lose in buying small eggs by the dozen.

Selling by weight therefore, is advocated as the only method whereby buyer and seller know exactly where they are at. The above illustration is certainly a strong proof that the present system is not good business.

◆

TRADE NOTES.

Chatham, Ont., merchants have selected Thursday afternoon as their weekly half holiday.

Thos. Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, Ont., is on a six weeks' trip to the coast, with Prince Rupert as final destination.

W. A. McGowan, proprietor of the Rob Roy Cereal Mills, Durham, Ont., states that damages caused his plant by floods last spring have now been repaired, and that milling operations will be resumed next week.

Assistant Editor Wanted

Owing to the promotion of our assistant editor in Toronto to the editorship at our Montreal office, we have an opening for a bright young man on our Toronto staff—one who has a good education, can write well, and has a thorough knowledge of the grocery trade. This position is a desirable one and offers excellent chances for advancement for the right man. One under thirty preferred. Apply

CANADIAN GROCER

143 University Avenue, TORONTO, ONT.

LEAKS IN CARTOON

FLOUR & CEREAL DEPARTMENT

Rolled Oats Advance 10c. Per Barrel

Bran Also Reaches $18 Mark on Mixed Cars, Dealers Refusing to Sell Any Great Quantity to One Man—Surplus is Reported all Cleaned Up—Flour Market Continues Firm — All Markets Depending Directly on Weather Conditions.

Whole market situation this week seems to be depending directly on weather conditions. Last week's rain caused all markets to ease off slightly but should dry weather since prevailing continue for another week speculative holders, as one miller states, are likely to go crazy, making use of every opportunity to force up prices. At time of writing, this is unlikely, as rain is anticipated. Though during past two weeks several price changes have been made, it is now considered that present figures will rule until crops are definitely assured.

Higher prices on flour have as yet not caused any marked decline in wheat. July wheat in Winnipeg closed Tuesday at 98⅜, a decline of ⅝ cents on the week. October, on the other hand, shows an advance of ¼ cent, closing Tuesday at 93½. Thus, wheat market continues firm and with a fair domestic demand for flour every indication is given of market holding at present level.

Rolled oats this week show an advance of 10 cents per barrel. Oat market shows a decline of ½ cent on the week, but owing to frequent fluctuations, this scarcely signifies anything.

Receipts of flour on Montreal market for week were 44,470 sacks, as against 91,976 sacks for same period last year. Exports for week were 83,275 sacks as compared with 49,477 sacks for corresponding week of a year ago.

Stock of flour in store on spot in Montreal on June 21 was 237,903 sacks; on June 14, 1913, 219,060 sacks; and on June 22, 1912, 83,995 sacks.

MONTREAL.

FLOUR.—Flour market is firm under a heavy demand for both domestic and export consumption. Advance of last week had effect of stimulating buying and a large volume of business has since been accomplished. Trade in winter wheat flour is quiet as demand is chiefly for spring wheat grades.

Winter wheat, fancy patents, in bags ..	4 50	4 75
Straight rollers, in bags	....	5 25
Manitoba 1st Spring wheat patents, bags	....	5 60
Manitoba straight patents, in bags	....	5 10
Manitoba strong bakers, in bags	....	4 90
Manitoba second, in bags	....	4 70

CEREALS.—Rolled oats have advanced 10c per barrel. This advance was predicted last week and change went into effect last Monday. Market is active at present and prices firm with another advance probable as price of oats is claimed to be higher than comparative price of rolled oats. This advance is not general at present but is likely to be by end of week. Some firms are still quoting 4.45 per barrel for rolled oats but new price will be ruling price in day or so.

Cornmeal is quiet selling at $1.90, while some cheaper grades are being offered at $1.65. Hominy is 5c higher, selling at $2.05 instead of $2.00 per bag, the price quoted last week.

Receipts of rolled oats for week were 400 sacks as compared with 3,550 sacks for same week year ago. Exports for week were 950 sacks and 72 cases, as against 5,719 sacks and 900 cases for corresponding week of last year.

Rolled oats, in 25 sack lots	....	2 15
Rolled oats, in single bag lots	....	2 35
Rolled oats, in bbls.	....	4 55
Standard oatmeal, in single bag lots.....	....	2 36
Granulated oatmeal, in single bag lots....	....	2 36
Fine oatmeal, in single bag lots.........	....	2 36
(In 25 bag lots the price of the above is 10c lower.)		
Rolled wheat, in barrels	....	2 70
Hominy, in 98 lb. sacks	....	2 05
Cornmeal, in 98 lb. sacks	....	1 90
Rolled oats, in cotton sacks, 5c more.		

MILL FEED.—Feature of mill feed market this week is advance price of bran from $17.00 to $18.00 per ton. This price is result of increased demand from United States and domestic points. Some millers advise that they are sold out for a month to come. Price is firm at $18.00 and it is expected that another advance will be a feature of the near future.

Bran, in car lots, per ton	....	18 00
Shorts, in car lots, per ton................	....	19 00
Middlings, in car lots, per ton	....	22 00
Wheat moulee, per ton	23 00	25 00

TORONTO.

FLOUR.—Market holds firm at advanced prices reported last week. Situation now depends largely on weather conditions. Rain of last week certainly put a new color in fields, but should dry weather prevail for another week again the bulls will likely make most of it to force wheat markets up. Until definite assurance is given either one way or other of crops it is thought that market will remain at present level.

Demand for export since advance in price has been fair but easily filled by millers. For export, Toronto is now more out of line than ever, and can scarcely hope to do any business.

Manitoba Wheat Flour—	Car lots, per lb.	
First patent	....	5 50
Second patent	....	5 00
Strong bakers'	....	4 80
Flour in cotton sacks, 10c per bbl. more.		
Winter wheat flour for domestic consumption—		
Fancy patents	4 90	5 10
90 per cent.	4 75	5 05
Straight roller	4 55	4 75
Blended flour	5 05	5 35

CEREALS.—In accordance with advices which Canadian Grocer has been giving for some time past, rolled oats advanced last week 10 cents per barrel or 5 cents per sack. Speaking on the advance one miller states: "Whether this advance will hold or not is difficult to state as oat market is fluctuating a good deal, but I think it likely that present prices will prevail until crops are assured either one way or another."

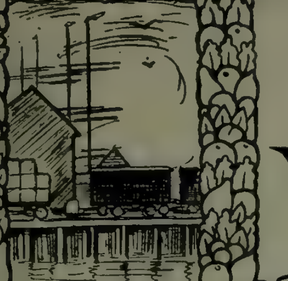
On cornmeal, prices are said to be pretty close to production costs even since last advance, but at present no further change is looked for. Market holds firm.

Cornmeal, per 98 lb. bag—		
Kiln dried, 25 bag lots	1 85	1 90
Softer grades, 25 bag lots	1 70	1 75
Rolled oats, per 90 lb. sack, in jute—		
Small lots	2 25	2 30
25 bags to car lots	2 15	2 20
Rolled oats in cotton sacks, 5 cents more.		
Oatmeal, standard and granulated, 10 per cent. over rolled oats in 90 S, in jute.		
Rolled Wheat—		
50 lb. boxes	....	1 50
100 lb. barrels, small lots	....	2 85
100 lb. barrels, 5 bbl. to car lots......	....	2 70

MILL FEEDS.—Price on bran has moved up this week to $18," states one miller. That is the price we quote on mixed cars, and I fully believe we could get $19 on full cars if we were willing to sell in such large quantities."

A number of mills have sold all their surplus to the States and have now nothing to fall back upon, especially as they are almost all running light. Should dry weather continue prices are likely to be maintained or even advanced. One broker is quoting $19 on bran, and claims that shorts are worth $20 anyway.

Bran, in car lots, per ton	....	18 00
Shorts, in car lots, per ton	19 00	20 00
Middlings, in car lots, per ton............	21 00	23 00
Wheat moulee, in car lots, per ton......	23 00	25 00
Feed flour, in car lots, per ton	....	26 00



Fruit and Vegetable Dept.

Potatoes Show Signs of Soaring Upward

Warm Weather Cuts Down Supply in South — Strawberries Now on in Full Swing on Toronto Market, But Extremely Scarce and High in Montreal—California Fruits Making a Big Feature—Oranges and Lemons Keep Climbing Up.

MONTREAL.

GREEN FRUITS.—"Ontario strawberries at 35c per quart is something that I have never seen in my 25 years' experience on this market" was the statement of a prominent fruit merchant this week. Prices of most fruits are abnormally high at present and there is no relief in sight for at least two weeks. This condition is outcome of shortage in oranges due to frosts in California. There are very few oranges on market at present and what few are offered are high with result that public are forced to buy other fruits, which are scarce at this season and consequently this fact has forced prices up. Other years there have been, on an average, twenty cars of oranges a week at this season to bridge the gap, but this year this is not the case and as the season is backward all fruits are abnormally high. California cherries are about done and very few Ontario berries are being offered. Prices advanced quite sharply early this week. Bananas are higher, selling at $2.25 to $2.50, as against $1.25 to $2.50 last week. This advance was predicted last week. Cherries advanced to $2.75 to $3.35 per box as against $2.50 to $2.75 last week.

Apples—		
Spies, first grade, per barrel	....	6 50
Spies, second grade, per barrel	....	5 50
Apricots, per 4 basket crate	1 95	2 50
Bananas, crated	2 25	2 50
Cantaloupes, California, per crate	....	8 00
Cherries, California, 7-lb. box	2 75	3 35
Cocoanuts, per bag	..	[illegible]
Grapefruit, Florida, case	6 50	7 00
Lemons	4 50	5 50
Limes, Florida, per box	....	1 75
Oranges, late Californias	....	6 00
Oranges, late Valencias	....	6 00
Oranges, late Californias	....	6 75
Oranges, late Valencias	....	6 75
Pineapples, Havana	2 50	2 75
Pineapples, Florida—		
30s, per case	3 50	4 50
24s, per case	....	4 75
36s, per case	3 75	4 25
Plums, California, per box	....	2 25
Plums, fancy, per box	2 75	3 25
Watermelons, each	0 40	0 50

VEGETABLES. — Potatoes declined again this week and are now selling at $3.50 per barrel. Green corn is more plentiful this week and quality much improved. It is selling at $5.00 per case of six dozen. Florida tomatoes are a little higher, selling at $3.50 for fancy, while choice are unchanged. Mississippi tomatoes are arriving and are selling at $1.40 to $1.60 per crate. Old potatoes took a decided slump this week owing to more liberal offering and lower price for American new potatoes.

Asparagus, Canadian, 11-qt. basket	....	1 25
Beans, wax, per hamper	....	3 00
Beans, green, per hamper	....	3 00
Beets, old, per bag	....	2 50
Cabbage, new, crate of 4 to 5 doz.	....	2 90
Carrots, new, per doz. bunches	....	0 75
Carrots, old, per bag	....	1 50
Cantaloupes, Florida, per crate of 45	....	5 50
Cauliflower, hothouse, per dozen	....	4 50
Celery, Bermuda, small crate	....	4 50
Celery, Bermuda, large crate	....	10 00
Corn, green, per crate of 6 doz.	....	5 00
Cucumbers, per dozen	0 90	2 00
Cucumbers, per basket	....	3 00
Egg plant, doz.	....	2 50
Garlic, per bunch	....	0 15
Horse radish, per lb.	....	0 30
Indive, French, per lb.	....	0 30
Leeks, per bunch	....	0 75
Lettuce, Boston, crate of 2 doz.	....	1 60
Lettuce, curly, per doz. heads	....	0 40
Mushrooms, basket of 4 lbs.	....	3 00
Onions—		
Egyptian, per lb.	....	0 02
New, green, per doz. bunches	....	1 25
Oyster plant, Canadian	....	0 75
Peppers, green, small basket	....	0 50
Peas, green, per hamper	....	3 50
Potatoes—		
Bermuda, new, per bbl.	....	3 50
Green Mountain, car lots, bag	0 75	0 80
Quebec grades, car lots, bag	0 60	0 65
Quebec grades, small lots, bag	0 80	0 90
Sweet potatoes, basket	....	3 00
Radishes, per doz.	0 30	0 40
Rhubarb, per doz. bunches	0 15	0 25
Spinach, per bbl.	....	3 00
Tomatoes, Florida, fancy, case	3 00	3 50
Tomatoes, Mississippi, case	1 40	1 60
Tomatoes, Florida, choice, case	....	3 00
Turnips, per bag	....	2 50
Water cress, per doz. bunches	....	1 00

TORONTO.

GREEN FRUITS.—Strawberries are now on in full swing. Speaking of prices, one dealer states: "We're asking 9 to 12 cents now. They may be lower for a day or two but this will be the biggest week of all. Crop appears to be rather on short side."

Canadian cherries are also appearing. Prices as yet are high and vary greatly according to quality.

Orange market is higher than ever. Car lots are now costing wholesalers in Toronto around $6, and in New York have sold as high as $7. Apart from a few Italians, late Valencias are only orange on market, and in both, great scarcity prevails.

Lemons continue to advance on primary markets, and are expected to go up here as soon as warm weather sets in in earnest.

Supply of watermelons is light, and demand extremely strong. Crop in Florida is much lighter than expected, and with Georgia later than usual in maturing, there is likely to be a scarcity for two weeks anyway.

Apricots, per box of 4 bkts.	....	2 25
Bananas, per bunch	1 75	2 25
Cantaloupes, Florida, 45s, case	....	5 00
Cantaloupes, California, 45s, case	....	7 00
Cherries, California—		
9 rowed boxes	....	2 75
10 rowed boxes	....	2 50
11 rowed boxes	....	2 25
Cherries, Canadian, 11-qt. bkt.	1 25	1 75
Cherries, Canadian, 6-qt. bkt.	0 50	0 75
Cocoanuts, per sack of 80	5 00	5 50
Lemons, Messina, old	....	4 50
Lemons, Verdelli, new	5 50	6 00
Oranges, California Valencias	6 00	6 25
Oranges, Messina, oval ½ box	....	2 50
Limes, per box of 100	....	1 50
Peaches, California, Alexanders, box of 8-10 dozen	....	2 00
Pears, California, half case	....	3 25
Pineapples, Florida—		
42s, per case	....	3 25
36s, per case	....	3 50
30s, per case	....	4 00
24s, per case	....	4 25
Plums, Clyman, box	1 50	2 25
Plums, Tragedy, box	....	2 50
Strawberries, Canadian, quart	0 09	0 12
Watermelons, 23 to 35 lbs., each	0 40	0 60

VEGETABLES.—Late last week potatoes were down to $3, but have since risen to $3.50. Eastern shore Virginia is now shipping, but with heavy demand, and with old stock in South having been totally destroyed by warm weather, there is some talk of scarcity and higher prices again prevailing. Two weeks ago there was a fear of a gluton market; now, indications are in entirely opposite direction.

Both Texas and Egyptian onions are getting cleaned up. Dealers expect to be quoting new Spanish onions shortly.

Asparagus, domestic, 11-qt. basket	1 25	1 75
Beans, green, hamper	....	2 50
Beans, wax, hamper	....	3 00
Beets, Canadian, new, doz. bchs.	....	0 40
Beets, imported, per box	....	1 50
Carrots, Canadian, new, doz. bchs.	....	0 40
Carrots, imported, per box	....	1 75
Cabbage, Virginia, new, crate of 4-5 doz.	....	4 00
Cauliflower, Canadian, cs. 1½-2 doz.	2 50	3 00
Cucumbers, Florida, hamper	2 25	2 50
Lettuce, domestic heads, doz.	0 30	0 40
Mushrooms, per lb.	....	0 75
Onions—		
Egyptian, sack of 112 lbs.	2 00	2 25
Texas, Bermudas, 50-lb. crate	....	1 50
Bermudas, 50-lb. crate	....	1 50
Green, imported, per doz.	....	0 10
Parsley, large bunches, doz	....	0 75
Peas, green, hamper	2 75	3 00
Potatoes—		
New, per barrel	....	3 50
New Brunswick, per bag	1 00	1 10
Ontario, per bag	0 75	0 85
Radishes, doz. bunches, domestic	....	0 20
Rhubarb, domestic, doz. bunches	....	0 25
Spinach, Canadian, bushel	0 25	0 40
Tomatoes, Florida, case	3 00	3 50
Tomatoes, Mississippi, 4-bkt. carriers	1 25	1 40
Water cress, domestic, 11-qt. basket	0 50	0 75

High Price of Fresh Meat Helps Fish Sales

Owing to Comparative Cheapness of Fish, Sales Have Been Increasing Rather Than Decreasing Since Money Became a Shade Tight—Small Catches of Mackerel Still Reported.

MONTREAL.

FISH.—Doree and pickerel are scarce, and a number of other lake fish are in small supply. Gaspe salmon fishing is nearing its end for this season. Price is advancing owing to scarcity and increasing demand from United States points. There is a curious custom prevailing in United States of eating salmon and peas on the Fourth of July and this is cause for the large demand from this source. This demand will force prices higher until after this celebration.

Halibut, haddock, and mackerel are plentiful but catches of cod are short, and catch to date is away behind last year. Mackerel is lower but other prices are unchanged. Striped bass is arriving and selling at 13 to 14c. Buck Shad is very scarce and is offered at 40c each. Lobsters are higher as more districts are affected by the closed season this week. There are a few lobsters available at advanced prices.

Salt and canned fish are dull and uninteresting. A large pack of canned fish has been put up this year for fur trading stations and for lumber camps.

It is an evil wind that blows no one good, for the little dullness in money market has had effect of creating better demand for fish. This is easily explained by fact that price of fish is low and should appeal to the public more than it does as nutritive value pound for pound, compares favorably with fresh meats. Increasing cost of meat is also a factor making for a bigger fish business.

FRESH FISH.

Barbotte (dressed), bullheads, per lb.	0 09	0 10
Bluefish, fancy, per lb.	0 16	0 18
Bass, striped, per lb.	0 13	0 14
Buck shad, each	....	0 40
Carp, per lb.	....	0 06
Doree, per lb.	0 11	0 12
Market cod, cases, 250 lbs., per lb.	....	0 05
Flounders, per lb.	0 06	0 07
Haddock, fresh, per lb., by express	0 04	0 05
Salmon, B.C., red, per lb.	0 15	0 16
Salmon, Gaspe, per lb.	0 15	0 16
Steak cod, per lb.	....	0 06
Trout, brook, per lb.	....	0 30
Trout, lake, per lb.	0 11	0 12
Frog's legs, large, per lb.	....	0 50
Halibut, fresh, per lb.	0 09	0 10
Herring, per 100 fish	....	1 80
Herring, per 100 fish	....	2 00
Mackerel, per lb.	0 09	0 10
Pike, dressed	0 07	0 08
Perch, dressed	0 09	0 10
Whitefish, per lb.	0 11	0 12

FROZEN FISH.

Herring, per 100 fish, medium	....	1 50
Haddock, per lb.	0 04	0 05
Smelts, fancy	0 12	0 13
Smelts, No. 1, per lb.	0 08	0 09
Salmon, fancy spring, per lb.	0 14	0 15
Salmon, Gaspe, per lb.	0 15	0 16
Salmon, Qualla, per lb.	0 07½	[illegible]
Whitefish, large, per lb.	....	0 10
Whitefish, small, per lb.	....	0 07

PREPARED FISH.

Boneless fish, in blocks, 20 lb. boxes, per lb.	0 06
Dry Pollock, 100 lb. bundle, per bundle	6 00
Pure cod tablets, 20 lb. boxes, per lb.	0 10½
Pure cod, 3 lb. box, per lb.	0 15
Shredded cod, 2 doz. in box, per box	1 80
Boneless strip cod, 30 lb. box, per lb.	0 10
Pure skinless cod, 100 lb. boxes, per lb.	[illegible]

SALTED AND PICKLED.

Green cod, per bbl., 200 lbs., No. 1	....	7 00
Labrador herring, per bbl.	5 00	5 00
Labrador herring, per half bbl.	....	2 75
No. 1 mackerel, 20 lb. kits	....	1 75
No. 1 mackerel, half bbls.	....	7 00
Lake trout, kegs	....	7 00
No. 1 green haddock, per 200 lbs.	....	5 00
Salt eels, per lb.	0 06	0 06½
Salt sardines, bbls., 200 lbs.	....	5 00
Salt sardines, half bbls.	....	3 00
Scotch herring	....	7 00
Holland herring, bbl.	....	9 00
Holland herring, half bbl.	5 00	[illegible]
Holland herring, keg	0 70	0 75
Labrador salmon, bbls.	15 00	16 00
Labrador salmon, half bbls.	8 00	9 00
Sea trout, half bbls.	....	6 50
Eels, per lb.	....	0 08

SMOKED.

Bloaters, box	1 00	1 10
Eels, per lb.	....	0 12
Haddies, fancy, fresh cured	....	0 08
Haddies, regular	0 06	0 07
Fillets, fancy, fresh cured, lb.	....	0 12
Fillets, regular, lb.	....	0 10
Herring, boneless, 10 lb. boxes, lb.	0 10	0 12
Herring, new, smoked, per box	0 13	0 15
Kippers (small), per box of 50 fish	1 00	1 25
Smoked salmon, per lb.	....	0 22

CRUSTACEANS.

Crab meats, per gal.	....	2 00
Lobsters, live, per lb.	....	0 24
Lobsters, boiled, per lb.	....	0 25
Shrimps, per gal.	....	2 00
Periwinkles, per bus.	....	2 50
Prawns, per gal.	....	2 00

SHELL FISH.

Scallops, per gal.	....	2 75
Solid meats—Standards, gal., $1.80; selects, gal.		2 00
Bulk standards, gal., $1.50; selects		1 80
Clams, per bbls.	....	7 00
Cape Cod shell oysters	....	12 00

TORONTO.

FISH.—Some dealers have already finished on mackerel for the season, but others expect to have supplies on hand for at least two weeks yet. Run for trout is about over. Whitefish are now about at most plentiful stage and show fine quality. Lots of Eastern salmon are to be had, but British Columbia tend to scarcity. Owing to scarcity during summer season, steak cod have been advanced to 8 and 10 cents. Finnan haddie too are higher selling at 8½-10 cents. Business generally is brisk for season.

FROZEN FISH.

Roe shad, each	1 00	1 25
Whitefish, per lb., straight	0 09	0 10

FRESH CAUGHT FISH.

Flounders, per lb.	....	0 07
Haddock	0 06½	0 07
Halibut, per lb.	0 11	0 12
Herring, per lb.	0 06	[illegible]
Lobsters, live, per lb.	0 25	0 40
Mackerel, weight from 1½ to 3 lbs. each	0 15	0 25
Pickerel, yellow, per lb.	....	0 12½
Pike, per lb.	0 06	0 07
Roe shad, each	1 00	1 50
Salmon, Restiguse, lb.	0 22	[illegible]
Salmon, B.C., per lb.	....	[illegible]
Steak cod	0 07	0 08
Steak, cod	0 08	0 10
Trout, per lb.	0 12	0 14
Whitefish, per lb.	....	0 15

SMOKED.

Finnan haddie	0 08½	0 10
Kippers, box of 40	1 10	1 25
Bloaters, box of 60	....	1 25
Fillets	....	0 13

PREPARED.

Cod, 2 and 3 lb. boxes, 12 to crate	....	[illegible]
Acadia cod, 2 and 3 lb. boxes, 12 to crate	....	2 80
Cod in loose strips, 25-lb. to box, lb.	....	0 06½
Shredded cod, 2 doz. pkgs. to box	....	3 25

SALTED AND PICKLED.

Holland herring, per keg	0 80	0 85
Shrimps—		
1 gallon cans	....	1 25
2 gallon cans	....	2 40
3 gallon cans	....	4 60
Shrimps, in pound lots, lb.	....	0 16

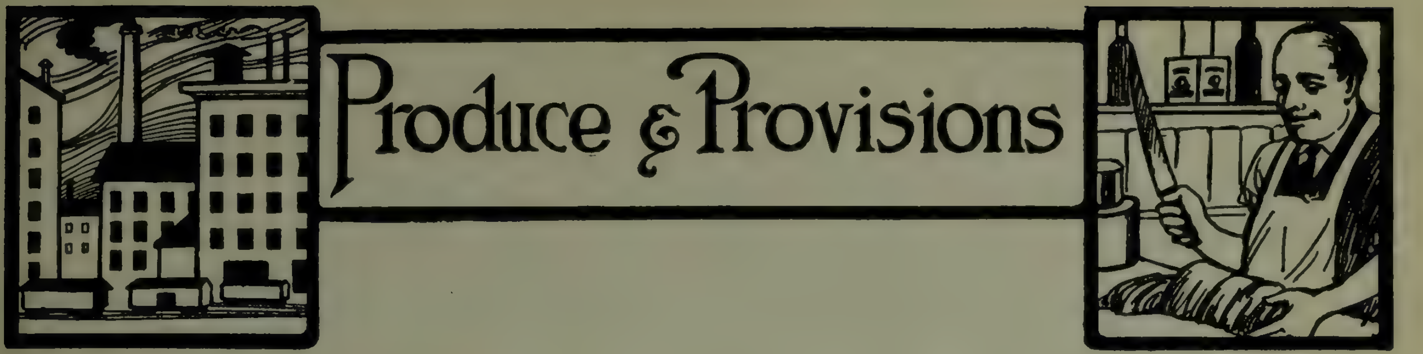
HALIFAX.

FISH.—Trading is quieter in the fish markets this week. Some small catches of mackerel have been made at several points along coast, but big run for season is about over. Codfish are more plentiful. Haddock and halibut are in fair supply, and are about an average. Good salt herring are scarce. The demand for oysters and smoked fish continues fair, while sales of salt cod are comparatively light. Lobster season on the west coast being over, there is a heavy demand for small receipts of lobsters coming on market from Eastern shore.

WINNIPEG.

FISH.—Fish being hot weather food, is in good demand, and supplies seem sufficient to satisfy the demand. Trout, pickerel and Labrador herring are advanced in price.

Fish—		
Fresh trout	....	0 12½
Fresh salmon	....	0 18
Fresh halibut	....	0 10
Lake Winnipeg white fish, lb.	....	0 09
Fresh pickerel, lb.	....	0 14
Steak, cod, lb.	....	0 12½
Haddock	....	0 06
Market cod	....	0 05
Finnan haddie	....	0 08
Fresh gold eyes, per doz.	....	0 50
Kippers, per box	....	2 00
Lake trout, per lb.	....	0 12
Bloaters, per box	....	1 50
Holland herring, keg	....	0 70
Labrador herring, half barrel	4 25	4 50
Salt mackerel, kit	....	2 75



Prices Advance on Country Cheese Boards

Meat Packers Still Endeavor to Hammer Down Prices on Hogs—Expect to Bear Prices Down Even More Next Week—Butter and Eggs Holding Steady.

Packers are still insistent in their efforts to hammer down prices on hogs. "We've got them down about 25 cents anyway this week, and you'll see that next week they''ll be down even farther," stated one of those taking a leading part in the game. While hogs tend to weakness, meats are firmly maintained at present prices with inclination towards advancing if anything.

Demand for butter from middle and extreme West so far this year has been considered quite unsatisfactory by Eastern shippers. Some give the explanation that the West is going in for more mixed farming and will soon be in a position to provide for itself. At any rate Western business so far is reported as 1-3 that of same period last year.

Firmer feeling has prevailed on country cheese boards all round this week, and even greater firmness looked for. In that case higher prices would seem inevitable.

Following table shows receipts of butter, cheese and eggs on Montreal market for past week, with comparisons:—

	Butter.	Cheese.	Eggs.
Week end. June 21, 1913......	26,807	65,666	10,075
Week end. June 22, 1912......	20,480	75,778	8,505
Season May 1-June 21, 1913....	126,894	280,129	104,750
Season May 1-June 22, 1912....	119,393	326,559	106,948

MONTREAL.

PROVISIONS.—Provision market is devoid of interest this week. Prices are being firmly maintained and trading is quite brisk. Otherwise things remain identical with last week. Lower price prevailing for live hogs has had effect of keeping prices from advancing. There is good demand for all lines of smoked meats and especially for picnic hams. Cooked and prepared meats are also in good demand.

HAMS—		
Extra large sizes, 28 to 40 lbs., per lb..	....	0 17
Large sizes, 20 to 28 lbs., per lb.........	....	0 18
Medium sizes, selected weights, 12 to 20 lbs., per lb.	....	0 20
Extra small sizes, under 12 lbs., lb....	....	0 20
Boned and Rolled, large, 16 to 25 lbs., per lb.	....	0 20
Boned and rolled, small, under 12 lbs., per lb.	....	0 21
Picnic hams, 6 to 12 lbs., per lb........	....	0 16
BACON—		
Breakfast bacon, heavy, 14 to 20 lb. sides	....	0 19
Fancy breakfast bacon, boneless, lb....	....	0 22
Windsor bacon, skinned, backs, lb......	0 22	0 23
Windsor bacon, skinned, backs, boneless, per lb.	0 24	0 25
Spiced roll bacon, boneless, short, lb..	....	0 17
Wiltshire bacon, 50 lb. sides, lb........	....	0 18
SHOULDERS—		
Square shoulders, boneless, per lb.......	....	0 16½
Square shoulders, bone in, per lb.......	....	0 15
Cottage rolls, small, 4 lbs., per lb......	....	0 20
COOKED MEATS—		
Rolled ham, small, skinless, boned, lb..	....	0 29
Jellied tongue, 10 lb., open tins, lb....	....	0 29
Headcheese, per lb.	....	0 08
English brawn, per lb.	....	0 11
Jellied hock, 6 lb. tins, per tin........	....	0 75
Cooked pickled pig's feet (in vinegar, 25 lb. kits), per lb.	....	0 07
DRY SALT MEATS—		
Long clear bacon, 50-70s, lb.	....	0 15½
Long clear bacon, 80-100s, lb..............	....	0 14½
Flanks, bone in, not smoked, lb........	....	0 15½
PURE LARD—		
Tierces, 375 lbs., per lb.	....	0 14¼
Tubs, 50 lbs., net, lb.	....	0 14½
Boxes, 50 lbs. net. per lb..............	....	0 14⅝
Pails, wood, 20 lbs. net, lb.	....	0 14¾
Pails, tin, 20 lbs. gross, lb.	....	0 14¼
Cases, tins, 10 lbs., each, lb.	....	0 15
Cases 3 and 5 lb. tins, per lb.	....	0 15¼
One pound bricks, 60 in case	....	0 15½
COMPOUND LARD—		
Tierces, 375 lbs., per lb.................	....	0 09¾
Tubs, 50 lbs. net, lb.	....	0 10
Boxes, 50 lbs., per lb.	0 09¾	0 10
Pails, wooden, 20 lbs., net	0 10¼	0 10½
Pails, tin, 20 lbs. gross	0 09¾	0 10
Cases, 10 lb. tins, 60 lbs. in case....	....	0 10½
Cases, 3 and 5 lb. tins, 60 lbs. in case	....	0 10¾
One pound bricks, 60 lb. cases.........	0 11½	0 12

BARRELLED PORK.

Heavy Canada short cut mess, bbl, 35-45 pcs......	$30 00
Canada short cut back pork, 45-55 pcs., bbl......	28 00
Heavy short cut clear pork, bbl......................	30 00
Heavy clear fat backs, 40-50 pcs., bbl............	28 50
Heavy clear fat backs, 40-50 pcs., bbl............	30 80
Flank fat pork, bbl.	28 00
Pickled pigs feet, short, 200 lb. bbls., bbl........	6 00

SUNDRIES.

Bologna ,beef bungs, per lb.		0 08
New England ham, per lb.		0 14
Blood pudding, per lb.		0 08
White pudding, per lb.		0 07½
Sausage, farmer's, per lb.	0 09	0 09½
Pure pork sausage, little pig casings, lb..	....	0 16
Tripe, in kits, 25 lbs., per lb...............	....	0 06

HOGS.

Live weight, per 100 lbs......................	10 00	10 25
Dressed pork, per 100 lb.	....	14 50

BUTTER.—There is a shade firmer feeling in butter market this week even though receipts to date are greatly in excess of those of last year. Cowansville market is 1c higher this week than last, while prices at St. Hyacinthe were only a ¼c higher. Business on spot for past week was more active than usual and it is understood that several round lots were purchased for American accounts. Local market while firm has not advanced, although it is very likely that an advance will go into effect before end of week.

Fresh creamery print	0 28	0 27½
Creamery solids	....	0 27
Farmers' separator butter	....	0 24
Dairy prints, choice	....	0 24
Dairy solids	....	0 24

EGGS.—There are no new features in egg market this week. Prices are steady, and receipts picking up. Storage men it is said, have packed more eggs than last year so far. Price paid is about same as last year. Demand for cartons seems to be increasing, as grocers are finding this method of handling them convenient through being a great time and breakage saver. Firm feeling prevails in market and an early advance may be looked for as the supplies to date are lower than last year and the demand is improving.

Eggs—		
New laid, in 30 doz. case, doz........	....	0 29
New laid, in cartons	....	0 30
Selects, in case, per doz.	....	0 27
No. 1, in case, per doz..................	....	0 24

CHEESE.—Only change in cheese market this week is a lower price for ½ twins which are now selling at 13½ to 15½c instead of 15c straight, as has been quoted for some weeks past. Cheese sold at 12-⅜c on the St. Hyacinthe board on Saturday; sales 250 boxes.

There was a stronger feeling in market this week owing to high prices being paid for new cheese on country boards which are ¾ to 15-16c higher than last week, Highest price being paid at Napanee, where cheese sold as high as 13c. This advance is attributed to several reasons of which the chief one is shortage in make for season to date, and increased demand from both domestic and foreign sources.

Cheese—	New.	Old.
Large	0 13	0 14¼
Twin	0 13	0 15
½ Twin	0 13½	0 15
Stilton	....	0 17

POULTRY.—Receipts of poultry are small and prices firm. A few more broilers are coming forward this week than last, but this is about only thing worth mentioning.

Broilers, spring, 3 lb. pair	....	1 50
Broilers, milk fed, frozen	0 28	0 32
Chickens, per lb.	0 20	0 21
Ducks, per lb.	....	0 22
Fowl, per lb.	....	0 17
Geese, per lb.	0 14	0 15
Turkeys, per lb.	....	0 25

TORONTO.

PROVISIONS.—One dealer states: "Everybody is talking higher prices. There is a firmer feeling to market but we have made no change, though I believe that some have put up their prices. Breakfast bacon in particular is inclined to be firm.”

Prices on hogs were put down at first of week. Packers are trying to maintain low level but sellers are still holding out. Packers appear determined however and claim they will have prices down in a few weeks time.

Lard market is rather a puzzle. Some dealers have advanced their prices ½ cent all round on pure, but others think market inclined towards weakness. One of the latter states: “Lard doesn't look to be at all firm to me. Others are talking about firmness, but I don't see it, and never have seen it. With limited demand now, and a smaller amount of lard being made, I see no reason for it going up. A continued steady market is what appears to me as most probable.” In spite of this however, some firms have put up their prices ½ cent.

HAMS—		
Light, per lb.	....	0 20
Medium, per lb.	....	0 20
Large, per lb.	0 18	0 18½
BACKS—		
Plain, per lb.	0 23	0 24
Boneless, per lb.	0 25	0 26
Pea meal, per lb.	0 24	0 25
BACON—		
Breakfast, per lb.	0 20	0 21
Roll, per lb.	0 15½	0 16
Shoulders, per lb.	0 13½	0 14½
Pickled meats—1c less than smoked.		
DRY SALT MEATS—		
Long clear bacon, light	0 15¾	0 16
Long clear bacon, heavy	0 15	0 15½
COOKED MEATS—		
Hams, boiled, per lb.	0 28	0 29
Hams, roast, per lb.	....	0 29
Shoulders, boiled, per lb.	....	0 21½
Shoulders, roast, per lb.	....	0 22½
BARRELLED PORK—		
Heavy mess pork, per bbl.	24 00	25 00
Short cut, per bbl.	28 50	29 00
LARD, PURE—		
Tierces, 400 lbs., per lb.	0 14¼	0 14½
Tubs, 60 lbs., per lb.	....	0 14¾
Pails, 20 lbs., per lb.	....	0 15
Pails, 3 and 5 lbs., per lb.	....	0 15¾
Bricks, 1 lb., per lb.	....	0 16
LARD, COMPOUND—		
Tierces, 400 lbs., per lb.	0 10	0 10¼
Tubs, 60 lbs., per lb.	0 10¼	0 10½
Pails, 20 lbs., per lb.	0 10½	0 10¾
HOGS—		
Live, f.o.b., per cwt.	9 15	9 25
Live, fed and watered, per cwt.	9 50	9 60
Dressed, per cwt.	13 25	14 50

BUTTER.—Butter market is inclined to be easier here. Two days of rain last week revived pastures materially, so that now, according to one dealer, it looks as if there might be a fair flow of milk for another month. Though no change has been made in prices, an easier feeling prevails.

Butter—	Per lb.	Per lb.
Creamery prints, fresh	0 26	0 28
Creamery solids	0 25	0 26
Dairy prints, choice	0 20	0 22
Dairy solids	0 19	0 19
Farmers' separator, prints	0 23	0 24
Separator prints, printed wrappers	0 22	0 23
Separator solids	0 21	0 22

EGGS.—“I find that eggs are short, but so far as Toronto is concerned, there is a better supply owing to packers letting go a certain quantity to large consuming centres. Quality is not good enough for storage purposes, and present prices are a little risky. Such is the situation as viewed by one local dealer. Prices tend to be easier, but with no market change so far.

Eggs, case lots—	Per dozen.	
Selected new laid	0 26	0 27
Fresh gathered	0 23	0 24
No. 2's	0 18	0 20

CHEESE.—During past week cheese moved up ¾ cents in country and caused corresponding firmness on this market. Should prices outside advance still further an advance here would appear likely to follow.

Cheese—		
Old, large	0 14½	0 15
Old, twins	0 15¼	0 15½
New, large	0 13½	0 14
New, twins	0 14	0 14¼

POULTRY. — Spring broilers are making still a bigger feature this week and as prices have been reduced to 35 to 40 cents, greater demand is looked for shortly. Quite a lot of fowl and old Toms are coming in, and selling fairly well considering season.

Frozen Stock—	Per lb.	
Broilers, dressed	0 22	0 25
Chicks, milk fed, dressed	0 25	0 28
Chickens, dressed	0 20	0 22
Ducks, dressed	0 19	0 20
Fowl, dressed	0 17	0 18
Turkeys, dressed	0 24	0 25
Fresh Stock—		
Broilers, Spring, live	0 20	0 25
Broilers, Spring, dressed, 1½ lbs. and over	0 35	0 40
Fowl, live	0 14	0 16
Fowl, dressed	0 18	0 20
Turkeys, Old Tom	0 18	0 20

Keeping Fish Fresh and Making Sales

What an Extensive Dealer Does in Summer to Build Up the Fish Department—How They Are Packed Away Overnight—Window Display Suggestions.

“Fish should not be exposed to light any more than is necessary,” states Geo. Marshall, manager of the fish and game department of F. Simpson & Sons, grocers, Yonge Street, Toronto. “For this reason it is important that while fish are not on display in the store, special care be taken of them.”

The following method is employed in the Simpson store: Before closing in the evening all fish are taken out of the display tanks and placed in clean boxes in the cellar. The contents of these boxes are arranged in layers as follows: first, clean wet sacks lining the box; second, a layer of ice; and third, a layer of fish over which are second layers of sacks, ice, fish, etc. The idea of the sack is to keep all air from circulating through the box, and to especially prevent light from penetrating to the fish.

Slate Tank for Day Time.

In the day time all fish are placed on ice in a large slate tank which is connected direct with the sewer so as to allow all drippings to pass off. In this, Mr. Simpson much prefers slate to marble, claiming that marble has a tendency to draw from the fish, owing to its being more porous. Covering the tank are three large close-fitting glass covers so that when closed the whole is practically a refrigerator.

“Can you detect the odor of fish in this department?” asked Mr. Marshall, of the writer on entering. “You see that,” he said, pointing to an air purifier in the rear of the department, “that, together with the cleanliness which we observe around this department is responsible for the lack of a disagreeable fishy odor such as is met in a great many fish departments. On an average day we sell about four to five hundred pounds of fish, and on Fridays we move out as much as 2½ to 3 tons regularly. Last Friday morning we had a ton and a half made up before 7.30. In spite of this large amount of fish handled we are able to keep our department sweet and clean.

“Every night when the fish are removed from the display tank, the tank is washed out and cleansed thoroughly. During the night it is given a chance to air, so that it never becomes disagreeably fishy.”

Window Changed Every Day.

In window displays, the same principle is worked out, an altogether different window being put in every day. Instead of exposing fish during hot weather (except on such days as the amount of business done would warrant it) and on Mondays when trade is naturally dull, Mr. Marshall quite often fills the window with some display which has little or no connection with fish, and in the centre places a large card stating that all fish are on ice. For example, only recently a window of fresh cut clover was shown. This, while having no direct connection with the fish department served as an attraction to the card, and filled up what otherwise would have been a blank space.

In arranging fish displays an effort is made to place fish in as natural a position as possible. A hobby of the trimmer's is to use hooks and bits of line which have come into the store in the mouths of the fish, to attract special attention. By hooking a fish in the window, and connecting the line up to a fishing rod rather a novel effect is presented, which seldom fails to draw attention.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $56 PER INCH PER YEAR

BAKING POWDER.

ROYAL BAKING POWDER.

Sizes.	Per doz.
Royal—Dime	0 95
" ¼-lb.	1 40
" 6-oz.	1 95
" ½-lb.	2 55
" 12-oz.	3 85
" 1-lb.	4 90
" 3-lb.	13 60
" 5-lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Baking Powder—5-lb. size, $8.25; 1-lb. tins, $2; 12-oz. tins, $1.60; 8-oz. tins, $1.20; 6-oz. tins, 90c; 4-oz. tins, 65c; 5c tins, 40c.

BORWICK'S BAKING POWDER

Sizes.	Per doz. tins.
Borwick's ¼-lb. tins	1 35
Borwick's ½-lb. tins	2 35
Borwick's 1-lb. tins	4 65

COOK'S FRIEND BAKING POWDER.

Cartons—	Per doz.
No. 1, 1-lb., 4 dozen	2 40
No. 1, 1lb., 2 dozen	2 50
No. 2, 5-oz., 6 dozen	0 80
No. 2, 5-oz., 3 dozen	0 85
No. 3, 2½-oz., 4 dozen......	0 45
No. 10, 12-oz., 4 dozen	2 10
No. 10, 12-oz., 2 dozen	2 20
No. 12, 4-oz., 6 dozen	0 70
No. 12, 4-oz., 3 dozen	0 75
In Tin Boxes—	
No. 13, 1-lb., 2 dozen	3 00
No. 14, 8-oz., 3 dozen	1 75
No. 15, 4-oz., 4 dozen	1 10
No. 16, 2½-lbs.	7 25
No. 17, 5-lbs.	14 00

FOREST CITY BAKING POWDER.

6-oz. tins	0 75
12-oz. tins	1 25
16-oz. tins	1 75

BLUE.

Keen's Oxford, per lb.	0 17
In 10-lb. lots or case	0 16

COUPON BOOKS—ALLISON'S.

For sale in Canada by The Eby-Blain Co., Ltd., Toronto; C. O. Beauchemin & Fils, Montreal, $2, $3, $5, $10, $15, and $20. All same price, one size or assorted.

UN-NUMBERED.

Under 100 books ..each	0 04
100 books and over, each.	0 03½
500 books to 1.000 books	0 03

For numbering cover and each coupon, extra per book, ½ cent.

CEREALS.

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case, $3.00.

The King's Food, 2 doz. in case, per case, $4.80.

White Swan Barley Crisps, per doz., $1.

White Swan Self-rising Buckwheat Flour, per dozen, $1.

White Swan Self-rising Pancacke Flour per doz., $1.

White Swan Wheat Kernels, per doz., $1.50.

White Swan Flaked Rice, $1.

White Swan Flaked Peas, per doz., $1.

DOMINION CANNERS.

Aylmer Jams.	Per doz.
Strawberry, 1912 pack ....$	2 15
Raspberry, red, h'vy syrup	2 15
Black Currant	2 00
Red Currant	1 85
Peach, white, heavy syrup	1 50
Pear, Bart., heavy syrup	1 77½

Jellies.

Red currant	2 00
Black Currant	2 20
Crabapple	1 65
Raspberry and red currant	2 00
Raspberry and gooseberry.	2 00
Plum jam	1 55
Green Gage plum, stoneless	1 65
Gooseberry	1 85
Grape	1 55

Marmalade.

Orange jelly	1 55
Green fig	2 25
Lemon	1 60
Pineapple	2 00
Ginger	2 25

Pure Preserves—Bulk.

	5 lbs.	7 lbs.
Strawberry	0 69	0 95
Black currant	0 69	0 95
Raspberry	0 69	0 95

14's and 30's per lb.

Strawberry	0 13
Black currant	0 13
Raspberry	0 13

Freight allowed up to 25c per 100 lbs.

COCOA AND CHOCOLATE

THE COWAN CO., LTD.

Cocoa—	
Perfection, 1-lb. tins, doz..	4 60
Perfection, ½-lb. tins, doz.	2 40
Perfection, ¼-lb. tins, doz.	1 25
Perfection, 10c size, doz...	0 90
Perfection, 5-lb. tins, per lb.	0 35
Soluble, bulk, No. 1, lb. ..	0 20
Soluble, bulk, No. 2, lb. ..	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in barrels, kegs, etc.

Unsweetened Chocolate—	
Supreme chocolate, ½'s 12-lb. boxes, per lb.	0 35
Perfection chocolate, 20c size, 2 doz. in box, doz...	1 80
Perfection chocolate, 10c size, 2 and 4 doz. in box per doz.	0 90
Sweet Chocolate—	Per lb.
Queen's Dessert, ¼'s and ½'s, 12-lb. boxes.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, ¼-lb., 6 and 12-lb. boxes	0 35
Diamond, 8's 6 and 12-lb. boxes	0 29
Diamond, 6's and 7's, 6 and 12-lb. boxes	0 25
Diamond, ¼'s, 6 and 12-lb. boxes	0 26
Icings for Cake—	
Chocolate, white, pink, lemon orange, maple, almond, cocoanut, cream, in ½-lb. packages, 2 doz. in box, per doz...	0 90
Chocolate Confections—per lb.	
Maple buds, 5-lb. boxes ..	0 37
Milk medallions, 5-lb. bxs.	0 37
Chocolate wafers, No. 1, 5-lb. boxes	0 31
Chocolate wafers, No. 2, 5-lb. boxes	0 26
Nonpareil wafers, No. 1, 5-lb. boxes	0 31
Nonpareil Wafers , No. 2, 5-lb. boxes	0 26
Chocolate ginger, 5-lb. bxs.	0 31
Milk chocolate wafers, 5-lb. boxes	0 37
Coffee drops, 5-lb. boxes ..	0 37
Lunch bars, 5-lb. boxes ..	0 37
Milk chocolate, 5c bundles, 3 doz. in box, per box. ..	1 36
Royal Milk Chocolate. 5c cakes, 2 doz. in box, per box	0 85
Nut milk chocolate, ½'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, ¼'s, 6-lb. boxes, lb.	0 37
Nut milk chocolate, 5c bars, 24 bars, per box	0 85
Almond nut bars, 4 bars, per box	0 85

EPPS'S.

Agents—F. E. Robson & Co., Toronto; Forbes & Nadeau, Montreal; J. W. Gorham & Co., Halifax, N. S.; Buchanan & Gordon, Winnipeg.

In ¼, ½ and 1-lb tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

G. J. Estabrook, St. John, N.B.; J. A. Taylor, Montreal, P.Q.; F. M. Hannum, Ottawa, Ont.; Jos. E. Huxley & Co., Winnipeg, Man.; Tees & Persse, Calgary, Alta.; Johnson & Yockney, Edmonton; D. M. Doherty & Co., Vancouver and Victoria.

Elite, 10c size (for cooking) dozen	0 90
Mott's breakfast cocoa, 2-doz. 10c size, per doz.	0 85
Nut milk bars, 2 dozen in box	0 80
" breakfast cocoa, ¼'s and ½'s	0 36
" No. 1 chocolate	0 30
" Navy chocolate, ½'s..	0 26
" Vanilla sticks, per grs.	1 00
" Diamond chocolate, ½s.	0 24
" Plain choice chocolate liquors	20 30
" Sweet chocolate coatings	0 20

WALTER BAKER & CO., LTD.

Premium No. 1, chocolate, ¼ and ½-lb. cakes, 33c lb.; Breakfast cocoa, 1-5, ¼, ½, 1 and 5-lb. tins, 39c. lb.; German's sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 26c lb.; Caracas sweet chocolate, ⅛, and ¼-lb. cakes, 6-lb. boxes, 32c lb.; Auto sweet chocolate, 1-6 lb. cakes, 6-lb. boxes, 32c lb.; cinquieme sweet chocolate, 1-5-lb. cakes, 6-lb. boxes, 20c. lb.; Falcon cocoa (hot or cold soda), 1-lb. tins, 34c lb.; Cracked Cocoa, ½-lb. pkgs., 6-lb. bags, 31c lb.; Caracas tablets, 5c cartons, 40 cartons to box, $1.25 per box.

The above quotations are f.o.b. Montreal.

CONDENSED AND EVAPORATED MILK.

BORDEN MILK CO., LTD.

East of Fort William, Ont.

Preserved—	Per Case.
Eagle Brand, ea. 4 doz.	$6 00
Reindeer Brand, ea. 4 doz.	6 00
Silver Cow Brand, ea. 4 doz.	5 40
Gold Seal Brand, ea. 4 doz.	5 25
Mayflower Brand, ea. 4 doz.	5 25
Purity Brand, ea. 4 doz.	5 25
Challenge Brand, ea. 4 doz.	4 75
Clover Brand, ea. 4 doz.	4 75

Evaporated (Unsweetened)—	
St. Charles Brand, small, ea. 4 dozen	2 00
Peerless Brand, small, ea. 4 doz.	2 00
St. Charles Brand, Family, ea. 4 doz.	3 90
Peerless Brand, Family, ea. 4 doz.	3 90
Jersey Brand, Family, ea. 4 doz.	3 90
St. Charles Brand, tall, ea. 4 doz	4 50
Peerless Brand, tall, ea. 4 doz.	4 50
Jersey Brand, tall, ea. 4 dozen	4 50
St. Charles Brand, Hotel, ea. 2 doz.	4 25
Peerless Brand, Hotel, ea. 2 doz.	4 25
Jersey Brand, Hotel, ea. 2 doz.	4 25
St. Charles Brand, gallons, ea. ½ doz.	4 75
"Reindeer" Coffee & Milk, ea. 2 doz.	5 00
"Regal" Coffee and Milk, ea. 2 doz.	4 50
"Reindeer" Cocoa & Milk, ea. 2 doz.	4 80

WHITE SWAN SPICES AND CEREALS, LTD.

WHITE SWAN BLEND.

1-lb. decorated tins, lb.	0 36
Mo-Ja, ½-lb. tins, lb.	0 32
Mo-Ja, 1-lb. tins, lb.	0 30
Mo-Ja, 2-lb. tins, lb.	0 30

Presentation (with tumblers) 28c per lb.

MINTO BROS.

MELAGAMA BLEND.

Ground or bean—	W.S.P.	R.P.
1 and ½	0 25	0 30
1 and ½	0 32	0 40
1 and ½	0 37	0 50

Packed in 30's and 50lb. case.

Terms—Net 30 days prepaid.

FLAVORING EXTRACTS.
SHIRRIFF'S

Quintessential.

1 oz. (all flavors) doz.	1 05
2 oz. (all flavors) doz.	2 00
2½ oz. (all flavors) doz.	2 30
4 oz. (all flavors doz.	3 50
5 oz. (all flavors) doz.	4 50
8 oz. (all flavors) doz.	6 50
16 oz. (all flavors) doz.	12 00
32 oz. (all flavors) doz.	22 00

Discount on application.

CRESCENT MFG. CO.

Mapleine—	Per doz.
2 oz. bottles (retail at 50c)	4 50
4 oz. bottles (retail at 90)	6 80
8 oz. bottles (retail at $1.50)	12 50
16 oz. bottles (retail at $3)	24 00
Gal. bottles (retail at $20)	15 00

GELATINE.

Knox Plain Gelatine (2 qt. size), per doz.	1 30
Knox Acidulated Gelatine (2 qt. size), per doz.	1 30

CLARK'S PORK AND BEANS IN TOMATO SAUCE.

	Per doz.
No. 1, 4 doz. in case	0 60
No. 2, 2 doz. in case	0 95
No. 3, flats, 2 doz. in case	1 15
No. 3, talls, 2 doz. in case	1 35
No. 6, 1 doz. in case	4 00
No. 12, ½ doz. in case	6 50

LAPORTE, MARTIN & CIE., LTD., MONTREAL AGENCIES, BASSIN DE VICHY WATERS.

La Capitale, 50 qts.	6 00
St. Nicolas, 50 qts.	7 00
St. Nicolas, 50 pts.	9 00
La Neptune, 50 qts.	6 00
La Sanitas Sparkling, 50 quarts	8 00
Claret, qts., Crown, 50s	7 50
Claret, pts., Crown, 50s	5 10
Claret, qts., Cork, 50s.	7 50
Claret, pts., Cork, 50s.	5 00
Champenoise, qts., Cork, 50s.	8 00
Champenoise, pts., Cork, 50s.	5 50
Champenoise, sp., Cork, 120s	9 50
Lemonade Savoureuse, 50 qts	8 00
Lemonade, St. Nicolas, 50 qts.	7 50
Lemonade, St. Nicolas, 50 pts.	5 50
Lemonade, St. Nicholas, 100 pts.	10 00
Lemonade, St. Nicolas, 100 Splits	7 50

CASTILE SOAP.

"Le Soleil," 72 p.c. olive oil

Cs. 200 7-oz. pieces cs.	7 50
Cs. 200 10-oz. pieces, cs.	12 00
Cs. 100 10-oz. pieces, cs.	6 50
Cs. 50 ¾ lb. pieces, cs.	3 75
Cs. 50 1lb. pieces, cs.	4 50
Cs. 12 3-lb. bars. lb.	0 09
Cs. 25 11-lb. bars, lb.	0 08

Cs. "Le Lune," 65 p.c. olive oil.

Cs. 50 ¾-lb. pieces, cs.	3 35
Cs. 12 3-lb. Bars. lb.	0 08½
Cs. 25 11-lb. Bars, lb.	0 08

ALIMENTARY PASTES.
BLANC & FILS.

Macaroni, Vermicelli, Animals. Small Pastes, etc.

Box, 25 lbs., 1 lb.	0 07½
Box, 25 lbs., loose	0 07

DUFFY & CO. BRAND.

Grape Juice, 12 qts.	4 75
Grape Juice, 24 pts.	5 00
Grape Juice, 36 splits	4 75
Apple Juice, 12 qts.	3 75
Apple juice, 24 pts.	4 50
Champagne de Pomme, 24 p	5 90
Motts Golden Russett—	
Sparkling Cider, 12 qts.	4 50
Sparkling Cider, 24 pts.	4 75
Sparkling Cider, 36 sp.	4 90
Extra Fins, 100½	16 00
Apple Vinegar, 12 qts.	2 40

These prices are F.O.B. Montreal.

Imported Peas "Soleil"

	Per case
Tres Fins, ½ kilo, 100 tins	13 50
Fins, tins, ½ kilo, 100 tins	12 50
Mi-Fins, tins, ½ kilo, 100 tins	11 50
Moyens No. 1, tins, ½ kilo, 100 tins	10 50
Moyens No. 2, tins, ½ kilo, 100 tins	10 00
Moyens No. 2	9 00

Frs. "Petit" Peas.

Fins, tins, ½ kilo, 100.	10 00
Moyens, tins ½ kilo, 100.	7 50

Asparagus, Hericots, etc.

MINERVA PURE OLIVE OIL.

Case—	
12 litres	8 00
12 quarts	6 00
24 pints	6 50
24 ½-pints	4 25
Tins—	**Gall.**
5 gals. 2s	2 00
2 gals. 6s	2 05
1 gal. 10s	2 10
20s, ⅛ gal.	2 60

CANNED HADDIES "THISTLE" BRAND.

A. P. TIPPET & CO., Agents.

Cases, 4 doz. each, flats, per case	5 40
Cases, 4 doz each, ovals, per case	5 40

INFANTS' FOOD.

Robinson's patent barley, ½lb. tins, $1.25; 1-lb. tins, $2.25; Robinson's patent groats, ½-lb. tins, $1.25; 1-lb. tins, $2.25.

BOAR'S HEAD LARD COMPOUND.

N. K. FAIRBANK CO., LTD.

Tierces	0 10¼
Tubs, 60 lbs.	0 10½
Pails, 20 lbs.	0 10¾
Tins, 20 lbs.	0 10¼
Cases, 3 lbs., 20 to case.	0 11¼
Cases, 5 lbs., 12 to case.	0 11⅛
Cases, 10 lbs., 6 to case.	0 11

F.O.B. Montreal.

MARMALADE.

SHIRRIFF BRAND.
"SHREDDED."

1 lb. glass (2 dz case)	$1.90	$1.80
2 lb. glass (1 dz case)	3.20	3.00
4 lb. tin (1 dz case)	5.50	5.35
7 lb. tin (½ dz case)	8.60	8.35

"IMPERIAL SCOTCH."

1 lb. glass (2 dz case)	$1.60	$1.55
2 lb. glass (1 dz case)	2.80	2.70
4 lb. tin (1 dz case)	4.80	4.65
7 lb. tin (½ dz case)	7.75	7.50

MUSTARD.
COLMAN'S OR KEEN'S.

	Per doz. tins
D. S. F., ¼-lb.	1 40
D. S. F., ½-lb.	2 50
D. S. F., 1-lb.	5 00
F. D., ¼-lb.	0 85
F. D., ½-lb.	1 45

	Per jar
Durham, 4-lb. jar	0 75
Durham, 1-lb. jar	0 25

VERMICELLI AND MACARONI
D. SPINELLI C'Y., MONTREAL

Fine.

4-lb. box "Special," box.	0 22
8-lb. box "Special," box.	0 44
5-lb. box "Standard," box	0 27½
10-lb box "Standard," box	0 55
60-lb. cases or 75-lb. bbls, per lb.	0 05
25-lb. cases, 1-lb. pkgs. (Vermicelli), lb.	0 06

Globe Brand.

5-lb. box "Standard," box	0 30
10-lb box "Standard," box	0 60
25-lb. cases (loose), lb..	0 06
25-lb. cs. 1-lb. pkgs., lb.	0 06½

JELLY POWDERS.
JELL-O.

Assorted case, contains 2 doz.	1 90
Straight.	
Lemon contains 2 doz.	1 80
Orange contains 2 doz.	1 80
Raspberry contains 2 doz.	1 80
Strawberry contains 2 doz.	1 80
Chocolate contains 2 doz.	1 80
Cherry contains 2 doz.	1 80
Peach contains 2 doz.	1 80

Weight 8 lbs. to case. Freight rate, 2nd class.

JELL-O ICE CREAM POWDER

Assorted case, contains 2 doz.	2 50
Straight.	
Chocolate contains 2 doz.	2 50
Vanilla contains 2 doz.	2 50
Strawberry contains 2 doz.	2 50
Lemon contains 2 doz.	2 50
Unflavored contains 2 doz.	2 50

Weight 11 lbs. to case. Freight rate, 2nd class.

SOAP AND WASHING POWDERS.

SNAP HAND CLEANER.

3 dozen to box	3 60
6 dozen to box	7 20

30 days.

RICHARDS PURE SOAP.

5-case lots (delivered), $4.15 each with 20 bars of Quick Naptha as a free premium.

Richards Quick Naptha Soap.

GENUINE. Packed 100 bars to case.

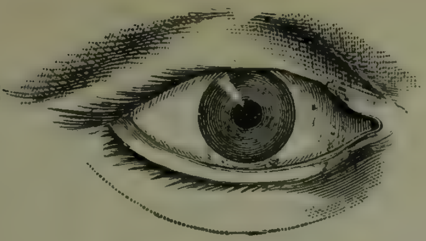
FELS NAPTHA.

Prices—Ontario and Quebec:

Less than 5 cases	$ 5,00
Five cases or more	4 95

SAPHO MFG. CO., LTD., MONTREAL "SAPHO" INSECTICIDE.

1-16 gall., doz.	$ 2 00
¼-gall., doz.	6 00
½-gall., doz.	10 80
1 gall., doz.	19 20
1-16 gall., gross lot	20 00



WE ARE THE EYE

of the CANADIAN WEST

and a wide awake eye at that. We have our finger on the pulse of the fastest growing country in the world— the Golden West. We are so closely in touch with the trade, through our many representatives covering the territory often that nothing misses us—we see everything that will be of benefit to you and your line.

The Canadian West with her immense fortune in Wheat, is attracting your competitors. You, too, should jump in and get your share of the golden harvest.

Let us handle your line—Write now

NICHOLSON & BAIN, Wholesale Commission Merchants and Brokers

HEAD OFFICE: WINNIPEG, MAN

BRANCHES: REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE

"Star" Brand

BACON

is the result of nearly 60 years' experience in curing Bacon and careful selection of the best Canadian stock.

When your customers go to their summer houses, send a piece of this Bacon with the groceries and they will send back for more.

Cured under Government inspection by

F. W. FEARMAN CO.
LIMITED
HAMILTON

WETHEY'S

Condensed Mince Meat
(In Red Cartons)

was introduced originally for the purpose of meeting the summer demand from lovers of mince pies.

Now it sells the year round. Are you getting your share of the summer business?

J. H. Wethey, Limited
St. Catharines

NATION'S

SPECIALITIES

Egg Powder
Custard Powder
Jelly Powder
Health Saline

Agents required where not already represented

E. J. NATION & CO., LIMITED
Bristol, England

TOMATOES,
CELERY,
PINEAPPLES,
ORANGES,
BANANAS.

Shipments of Fruits and Vegetables arriving daily. —Get our quotations. Prompt shipment assured.

LEMON BROS.
Owen Sound, Ontario

Tracuzzi's

Verdellis first to arrive
They're fine

Ask your Jobber for price now before the real demand starts.

"St. Nicholas"
"Puck"
"Home Guard"
"Queen City"

J. J. McCABE
Agent
Toronto, Ont.

Hirondelle
(Swallow)

Macaroni, Etc.

stands out pre-eminently as the leader amongst alimentary pastes. You cannot get any better, so why bother with imported lines on which your profit is not so good?

The extreme care taken in its manufacture and the cleanliness of the factory both go hand-in-hand in bringing Hirondelle Brand to the top of the ladder.

C. H. Catelli
LIMITED
MONTREAL

Break Away From
The "Just As Good"
And Sell The Best

Red Rose Specialties

Red Rose Baking Powder
Red Rose Jellies
Red Rose Extracts

These goods are manufactured by experts. From the outset there was a determination to make them absolute leaders. They are that to-day.

A Small Trial Order
Will Convince You.

Write

A. W. HUGMAN, LIMITED
MONTREAL

California Fruit
For Dominion Day

PEACHES	PLUMS
CHERRIES	APRICOTS

Now arriving freely. Sales every day.

WATERMELONS	CABBAGE
CANTALOUPES	BANANAS
TOMATOES	ORANGES
CUCUMBERS	LEMONS

Fresh Fish

We have a fully equipped Department for handling Fish. Special cold storage **facilities**, and a full assortment of all kinds of fish.

WHITE & CO., LIMITED
Wholesale Fruit and Fish
TORONTO HAMILTON

Extra Fancy
Florida Pineapples

We have been fortunate in securing two cars of **Large Sizes.** These pines are the very finest grown, and have a most delicious flavor.

STRAWBERRIES will be scarce and high in price. Sell your people these pines in their place.

LARGE — SWEET — JUICY.

The House of Quality.

HUGH WALKER & SON
Established 1861
GUELPH and NORTH BAY

The ARCTIC

The ARCTIC

A grocery store is known by its service. With an Arctic Refrigerator in a size proportioned to your requirements you will be able to serve the public in a most satisfactory manner. Your goods will keep fresh, clean and sanitary. The "Arctic" will greatly increase the figures of your "Profit" account.

Write to-day for catalogue and prices.

JOHN HILLOCK & CO., LIMITED
TORONTO, ONTARIO

Agents in West: J. UPRICHARD - - Regina, Sask.
Quebec and Maritime Provinces: WOLF, SAYER & HELLER

The Easiest Way in The World

To Handle BANANAS

Save your back and your boy. Don't abuse either when you can shift the lifting to this immensely practical and economical device. It pulls up the bananas like any small block and tackle. But unlike them all, it locks the load in mid-air the instant you let up on pull rope.

TRADE HALL MARK

Banana Hoist
Hoist and Hanger Combined

Nearly a quarter of a million Hall Safety Self-Locking Hoists are used by farmers and others. The simplicity of the patent lock has given this Hoist supremacy over all. Now we have nicely adapted it to the needs of the average fruit man. Every fruit man ought to have several. No device has ever been offered which will so simplify his heavy work or so quickly earn its cost in time and trouble saved.

Satisfaction Guaranteed or Money Refunded

If your wholesale grocer or hardware dealer cannot supply Hall Banana Hoists, send us fifty cents for sample and we will ship by parcel post under "Money Back Guarantee."

Hall Manufacturing Co.
Monticello, Iowa.

See that Lock

Heavier the Bunch the Tighter the Grip.

Enlighten the Housewife

tell her of the wonderful starching qualities of CHINESE STARCH. It is the only starch containing two oils, one to make the iron slip (ensuring a better finish), the other to perfume the linen. Each package contains full 16 oz.

Chinese Starch keeps selling because the users are satisfied.

OCEAN MILLS, MONTREAL

O. Lefebvre, Prop.

AGENTS:—Standard Brokerage Co., Vancouver, B.C.; John J. Gilmor, Winnipeg, Man.; Harry Horne & Co., Toronto, Ont.; Norman D. McPhie, Hamilton, Ont.; The Lawrence Nfld. Co., Ltd., St. John's, Nfld.; J. J. McKinnon, Charlottetown, P.E.I.; Boivin & Grenier, Quebec, Que.; Eug. Foliot, St. Pierre, Miquelon; Scott, Boyd & Co., Port of Spain, Trindad, B. W. I.; Desmarais & Gregoire, Chicoutimi, Que.; and all the Wholesale Grocers throughout the Dominion.

EUREKA
REFRIGERATORS

fill the requirements of the modern store

The experience of over a quarter of a century is behind the manufacture of Eureka Refrigerators. All the most modern improvements for perfect refrigeration on strictest sanitary principles are embodied in the **Eureka**.

Before buying secure one of our catalogs containing prices and explaining in detail the workings of the **Eureka** dry cold circulating air method.

Eureka Refrigerator Co.,
Limited
54 Noble Street TORONTO

Montreal Representative
JAMES RUTLEDGE, Tel. St. Louis 3076

Distributing Agents, Walter Woods & Co., Winnipeg

Agents at Fort William, Hamilton, Calgary, Moose Jaw, Saskatoon

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ROSE QUESNEL

A Pure Canadian Smoking Tobacco

specially selected and perfect in every respect. Delightfully cool and sweet in its natural fragrancy.

and

KING GEORGE
NAVY PLUG
A Chewing Tobacco

surpassing all others in quality and flavor. Deliciously sweet and non-irritating.

QUALITY backed up with extensive advertising make them profitable to handle.

Rock City Tobacco Co., Limited
Quebec

"BABBITTS"

IS A

CONCENTRATED SOAP POWDER

OF WONDERFUL CLEANSING POWER

It pleases the housewife because of its efficiency and economy. This makes it a steady, regular seller — an active package that never stops earning profits for the grocer. PUSH ITS SALE and tell your customers about our Premium Store, 396 St. Paul Street, Montreal.

B. T. BABBITT, INC.
NEW YORK

New Idea in Account Register System

A Register that can grow as you grow.

One that can expand as your business expands.

The Expansion Type Register is the New Idea and is the latest and exclusive feature of

With Only One Writing **The McCASKEY SYSTEM** The End of Drudgery

Write for further information. We will gladly have our nearest salesman call on you and explain the Expansion Type Register features without any obligation on your part to purchase.

Unless you need System he will not urge you to buy. Write to-day to

THE DOMINION REGISTER CO.
LIMITED
TORONTO, ONTARIO
Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World

Showing Electric Recorder and Cash Till

FIRST AND STILL THE BEST

Every Household Has Use for Arrowroot!

Day by day hundreds of people are learning the wonderful food properties of St. Vincent Arrowroot. Large manufacturers of biscuits and chocolates find that their products which contain this popular food are the choice of consumers.

ST. VINCENT ARROWROOT

can be made up into so many and so delightful dishes that its popularity is easily explained. Medical science is loud in its praises of St. Vincent Arrowroot as a dish for infants and invalids, because it is so strengthening and easily digested.

You have but to acquaint your trade, Mr. Grocer, with the fact that you have St. Vincent Arrowroot and you can be sure of a steady sale. There's good money in it, too.

Write the Secretary for information and samples.

St. Vincent Arrowroot Growers' and Exporters' Association

KINGSTOWN, - ST. VINCENT, B.W.I.

AGENTS: Wallace Anderson, 49 Wellington St., Toronto
L. H. Millen, Hamilton, Can.

Strength | Your | Purity

guarantee of profit lies in

"COW BRAND"

Baking Soda

because of its popularity with the housewife!

Order from your jobber.

CHURCH & DWIGHT
LIMITED
Manufacturers

Uniformity | MONTREAL | Reliability

MOTT'S "Elite" Chocolate

is the ideal chocolate for cooking and drinking purposes. Is especially suitable for icing cakes, making fudge, etc. Your customers want and should be given only the best—**MOTT'S**

JOHN P. MOTT & CO.
MANUFACTURERS
HALIFAX, NOVA SCOTIA

Brightens Floors and Rugs, Prevents Dust from Rising and Kills Moths

For these reasons **"Soclean" Dustless Sweeping Compound** wins a permanent place in every home where it is tried.

It will be much to your advantage to stock "Soclean" NOW and introduce it to your trade.

Use "Soclean" in your store—we sell it in barrels for merchants' own use.

SOCLEAN LIMITED, Toronto

The originators of the Dustless Sweeping Compound in Canada
Agents for Western Canada—J. J. GILMOR & CO., Winnipeg. Agents for Montreal, SUCKLING & CO. Agents for Ottawa—W. R. BARNARD & CO.

Humpty Dumpty EGG CRATES

Carload just received from the Patentee --- the Wholesale trade Supplied (and protected on price.)

Walter Woods & Co.
HAMILTON and WINNIPEG

EVERY POUND OF ANCHOR BRAND FLOUR

easily makes good bread

such as you will be told everywhere it is used. "I simply set it in the evening away from any stove, and, next morning, I take and knead the dough a little bit, add a little more flour, let it stand for about an hour and a half, then shape it and put it in the oven without closing the oven door for a little while—then I close the oven door, using a moderate heat for the baking, and in every instance I can guarantee splendid bread if the flour is 'Sovereign.'

Thousands of householders use **Anchor Brand Flour,** Sovereign grade, and never worry about the quality of their bread.

Leitch Brothers' Flour Mills, Ltd.

Makers of "ANCHOR BRAND FLOUR"

Oak Lake, - - Manitoba

MR. MERCHANT.

HAVE YOU EVER STOPPED TO CONSIDER THAT *QUALITY* IN FOODS IS REMEMBERED AFTER PRICE IS FORGOTTEN?

If you have, you will understand why we put the purest and best materials into every one of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

regardless of price, and combine with it absolute cleanliness of preparation in our model, sanitary kitchens.

We are co-operating with you, Mr. Merchant, in holding the confidence of your customers, and thus assuring the permanency of their trade — for you and for us.

H. J. Heinz Company

Sterling BRAND

YOUR PATRONS WANT QUALITY

in pickles, catsups, fruit flavors, summer drinks, etc., more than quantity. The **Sterling Brand** gives both at a moderate price. Let us send you sample of our lines if you do not already carry them in stock. They are trade winners.

THE
T. A. Lytle Co.,
Limited
Sterling Road, Toronto

D. & J. McCallum

Perfection Scotch

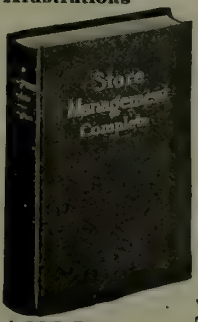
Whiskey

One of the most widely advertised Scotch Whiskies of the day. McCallum's Perfection Scotch is distinctive in flavor, and is noted for its mellowness of age. It does not have that "smoky" taste of most Scotch whiskies.

Stock McCallum's Perfection
WM. E. McINTYRE, LIMITED
General Agent
23 WATER STREET - - ST. JOHN, N.B.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



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ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

By Special Royal Permission

None Quite So Good

You take no chance in pushing "King Oscar" Brand Sardines. Give them prominent display, for they are attractive and will create interest and sell quickly.

After they are sold the sardines will do the rest, for there is no other brand quite so good, none quite so tasty, as the "King Oscar." Try them.

CANADIAN AGENTS

J.W.Bickle & Greening
(J. A. Henderson)
Hamilton, Ontario

THE

British Columbian Fisheries, Limited

Salmon Packers

SALMON BRANDS:—
- "Location"
- "Dreadnaught"
- "Aliford Bay"

FRESH FISH

FISHING STATIONS:—
- Skidegate
- Aliford Bay
- Cumshewa

Manufacturers of FISHMEAL, FERTILIZER, and SKIDEGATE DOG FISH OIL and RAT FISH OILS

OFFICES—
Bank of Ottawa Building
VANCOUVER

25 Victoria St.
LONDON, ENG.

Telegrams "Fishfoods" Vancouver

Superlative Quality Consistently Maintained

Malcolm's preserved milk products are noted for their high and unvarying quality—only the richest and purest cow's milk being used.

Grocers should tone up their stocks with the Malcolm lines. Your customers will appreciate them.

Order from your wholesaler or direct from the factory. Delivered in 5-case lots to any point in Ontario or East of Halifax. We will prepay freight up to 50c per 100 lbs.

St. George Evaporated Milk, 4 doz. in case	$3.60
Princess Condensed Milk, 4 doz. in case	4.50
Banner Condensed Milk, 4 doz. in case	5.25

J. Malcolm & Son, St. George, Ont

YES WINDSOR SALT is the best TABLE SALT.

Say This and MEAN IT!

"Madam, this is the best Table Salt we sell—it is always clean, dry and fine—it never cakes, flows evenly from the shaker, and flavors food as it should be flavored."

WINDSOR Table Salt

is the only salt to use in cooking or baking—pastries are crisp and flaky, with absolutely no trace of a bitter after-taste.

The Salt will prove you to be right.

The Canadian Salt Co., Limited
Windsor, Ontario

Pacific Coast Fish

Order your requirements from the most progressive fish concern on the continent.

The Canadian Fishing Company, Limited

VANCOUVER, BRITISH COLUMBIA

Producers and shippers of all varieties of fish — fresh, frozen, smoked, salted and kippered.

Write us for prices and information.

Quality and Service Unequalled

Do you know the reason why so many dealers handle D. W. C. Spanish Olives? Stock them and you will find out.

Rowat & Co.
Glasgow, Scotland

CANADIAN DISTRIBUTORS: Snowdon & Ebbitt, 325 Coristine Building, Montreal, Quebec, Ontario, Manitoba, and the Northwest; F. K. Warren, Halifax, N. S.; J. A. Tilton, St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.

BRUNSWICK

BRAND

FINNAN HADDIES

Only the most carefully selected and sweetest fish caught in the famous Passamaquoddy Bay are used in the packing of the Brunswick Brand sea foods.

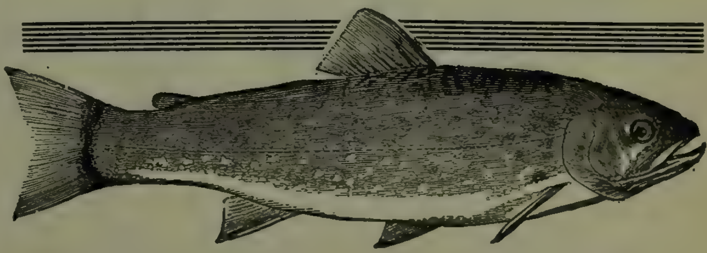
The high quality of our goods has given us a large trade, which, by the exercise of conscientious business methods, is constantly increasing. When you handle Connor Bros'. Brands you sell goods that are trade winners.

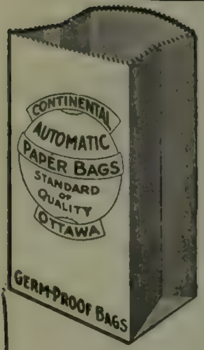
Our plant is operated under the most ideal conditions, and our goods come perfect to the consumer.

CONNORS BROS., LIMITED

Black's Harbor, N.B.

AGENTS:—Grant, Oxley & Co., Halifax, N.S.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec, P.Q.; Leonard Bros., Montreal, P.Q.; A. W. Huband, Ottawa, Ont.; A. E. Richards & Co., Hamilton, Ont.; J. Harley Brown, London, Ont.; C. de Carteret, Kingston, Ont.; James Haywood, Toronto, Ont.; Chas. Duncan, Winnipeg, Man.; Shallcross, Macaulay Co., Calgary, Alta.; Johnston & Yockney, Edmonton, Alta.; Shallcross, Macaulay Co., Vancouver and Victoria, B.C.





It is to the advantage of the individual user of Paper Bags to study carefully the Bag situation. By close comparison of the important features of Paper Bags of different makes, you will be convinced that the

Continental Germ-Proof Grocery Bags

(with reinforced Automatic Opening Square Bottoms) are without equal. Send a trial order to the nearest Distributor.

Satisfaction guaranteed by the Manufacturers:

THE CONTINENTAL BAG AND PAPER COMPANY, LIMITED

OTTAWA - - ONTARIO

DISTRIBUTORS:

ONTARIO—The Contineta1 Bag & Paper Co. Ltd., Ottawa and Toronto. Walter Woods & Co., Hamilton.

MANITOBA, ALBERTA, SASKATCHEWAN—Walter Woods & Co., Winnipeg.

NOVA SCOTIA, PRINCE EDWARD ISLAND, CAPE BRETON ISLAND—Thomas Flanagan, Upper Water Street, Halifax.

NEW BRUNSWICK—J. Hunter White Agent, North Market, St. John.

BRITISH COLUMBIA—Smith, Davidson & Wright Ltd., Vancouver.

QUEBEC PROVINCE—The Continental Bag & Paper Co., Ltd., Montreal.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Housecleaning Season is at hand

and with it comes the demand for Whitewash Brushes, in fact Brushes of almost all kinds. See that your stock of Keystone Brand Brushes is complete. They are the most reliable in the market.

Manufactured by

Stevens-Hepner Company
Limited

PORT ELGIN, - Ontario

Like sunshine after rain—

just so pronounced are the results the housewife secures when washing with "Young-Tom," the leading washing powder of the west.

"Young-Tom" makes the linen snowy white, and the knowing housewife will come regularly for her washing powder to the dealer who handles this line.

"YOUNG-TOM"

has no smell, contains no harmful ingredients, and will not injure the finest fabrics or the tenderest skin. It soon becomes well-known wherever introduced, thereby making good sales for the dealer.

Every Western dealer should stock and feature this line, also "Glycerine Pumice" and "Tar" Toilet Soaps, Laundry Soaps, Etc.

Prices on request.

Young-Thomas Soap Co.,
Limited
Regina, Canada

Would You Appreciate a Quick-Selling Line That Offered You 50% Profit?

Certainly you would and every live dealer would and if you will read carefully this ad. it may mean a good many extra dollars for you.

Our proposition is to dealers who have the patronage of country customers, people that own horses, cattle, sheep, poultry, etc. We want one dealer in each town to stock and introduce to his patrons

QUINQUINOL STOCK FOOD

You pay $4 per doz. gal. tins and sell at $6 per doz. We guarantee no loss from sales—each tin carries a money-back guarantee and if there is cause for complaint the dealer is authorized to refund the money which we will make good, moreover, if before thirty days you can point out any defect in the goods, we will take them back at our own expense.

Quinquinol is recommended by the Minister of Agriculture and has been awarded three diplomas at big exhibitions.

Put up in attractively lithographed tins. You cannot lose. Write now for exclusive territory.

QUINQUINOL STOCK FOOD CO.
9 St. Timothee St. Montreal

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Here is a compound with cleansing properties unknown to others. Housewives who use it once never try any other, for the simple reason that the fresh odor left behind proves to her satisfaction that none could be better. Anti-Dust is packed in attractive tins, and allows the retailer a good margin of profit.

We want a distributor in
Western Canada.

Sapho Mfg. Co., Limited
MONTREAL

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There is a decided demand for

Perfection

(BRAND)

Barbados Golden Molasses

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Retailers realize that this is the very best grade procurable, the very thing to satisfy the wants of their better class trade.

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Ask Your Wholesaler.

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There are already over 400 circulation salesmen getting subscriptions for MacLean's Magazine, but there is scope for more. If you will take up the work in your district you will find it will pay you well.

Get started now—Don't wait.

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are built on Quality, System and Advertising – the three are necessary. These were success elements of Fels-Naptha soap.

And in selling Fels-Naptha soap (which does all and more than the makers claim) you take a step toward permanent success.

ESTABLISHED 1849

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St. John N.B.	Toronto, Ont.
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Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

OUR GUARANTEE

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Prestolene

(TRADE MARK)

THE PERFECT POLISH FOR PIANOS, FURNITURE AND ALL GLOSSED SURFACES

The International Specialty Co.
The PRESTOLENE People, Bridgeburg, Ont.

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Every package carries above guarantee in detail. Our travellers carry unique propositions.

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By Wm. Borsodi

It contains suggestions for special sales, bargain sales, cash sales, etc.; ideas for catch lines or window cards, and many hints for the preparation of live advertising copy. A collection of short talks, advertising ideas and selling phrases used by the most successful grocery advertisers.

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Our Cocoa and Chocolate preparations are Absolutely Pure — free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co. Limited
Established 1780
Montreal, Can. Dorchester, Mass.

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

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BLACK "O"
Shoe Polish

One of the best 10c. lines on the market

EASY { TO APPLY
TO GET A SHINE
TO SELL

The HUSTLER'S FRIEND

Packard's
Black "O"
LIQUID AND PASTE COMBINED
GUARANTEED TO CONTAIN NO TURPENTINE

A pleased customer calls again.

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L. H. Packard & Co. Ltd.
MONTREAL

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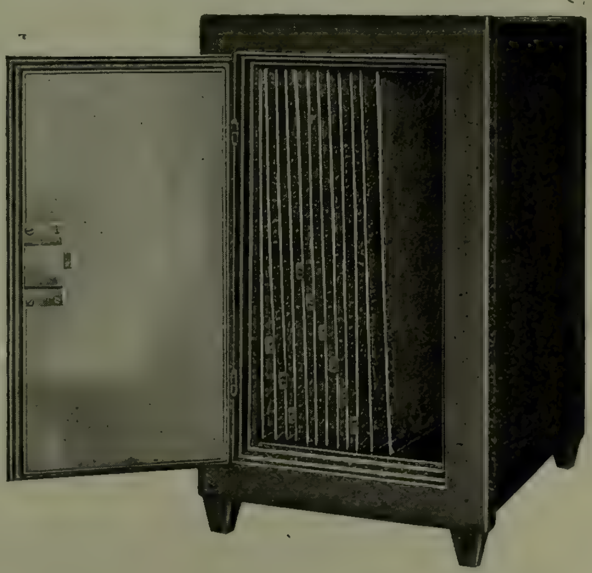

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is often made by having just the particular thing he or she wants.

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is a popular flavoring. Be sure and have it in stock.

Order from your jobber, or

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Gets 50,000,000,000 flies a year—vastly more than all other means combined.

The Sanitary Fly Destroyer, Non-Poisonous.

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ENGLISH

Confectionery and Chocolates

Quality: The Purest and Best
Variety: The Largest
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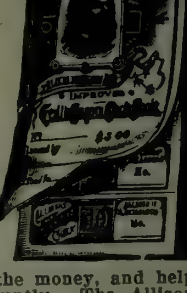
Put Credit Business on a "Business Basis"

There is a way of making the credit customer feel his responsibility — a method that gives you a check on him and impresses him with the fact that he is expected to settle at the proper time.



ALLISON

Coupon Books

enable you to get the money, and help you to get it promptly. The Allison Coupon Book system really puts your credit accounts on a cash basis. Allison Coupon Books have saved the day for many a merchant.

HERE'S HOW THEY WORK

When a man wants credit, give him an Allison Coupon Book, and have him sign form at the front, which becomes then his promissory note to you. As he buys, you tear out coupons, and when his book is exhausted you can collect your note or extend his credit for another book, as you deem wise. No pass books, no charging, no time wasted, no errors, no disputes.

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Manufactured by

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Buyers' Guide

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We can supply any quantity at right price.
Give Your Customers The Best.
Pipes and All Accessories.
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189 Amherst St. MONTREAL

The
Canadian Milling Agency

FLOUR, GRAIN and Fertilizers of all kinds.
VICTORIAVILLE, - QUEBEC
We have:— The Highest Quality
The Greatest Quantity The Lowest Price
17,500 Barrels per day. Correspondence Solicited

O. E. Robinson & Co.

Manufacturers and Buyers of Dried, Evaporated and Canned Apples.
Ingersoll, - - - - Ontario
Established 1886.

A CARD WILL BRING PRICES
Our PAPER BAGS
and
WRAPPING PAPER
may please you more than what you are using now. If so, you want it.
Write To-day.
COUVRETTE & SAURIOL. Montreal

PICKLES TOMATO CATSUP

Our local trade has increased beyond all expectation. The reason of course is big value goods at remarkably reasonable prices.

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Store Equipment in General

We have originated some of the best display devices in Canada. Can produce the most elaborate showcase, if necessary, at a little lower figure than anybody else.

S. Meunier & Son, Maisonneuve, P.Q.

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Irish Grocer, Drug, Provision and General Trades' Journal
if you are interested in Irish trade.

CIGARS MEAN PROFIT

Especially when you handle such ready sellers as
Olympia
and
Ben Bey.
ED. YOUNGHEART & CO., Limited
MONTREAL

Biscuits and Confectionery

Big range from which to choose your Christmas stock. Only the highest grade goods made. Prompt attention given all orders.

See Our Travelers.

THE AETNA BISCUIT CO., LTD., MONTREAL.

Coffee Agents Wanted

We want manufacturer's agents in all parts of Canada to investigate our proposition.
Package Quality. More than attractive We act second to none.
Augustin Conte & Co., Montreal

SUCHARD'S COCOA

The Highest Quality
Most Reasonably Priced
"Quality" Cocoa.
On Sale Anywhere.
FRANK L. BENEDICT & CO.
Agents Montreal

BAKE OVENS

BLACK DIAMOND OVENS

Baking Decks of Scotch Fire Brick, Sectional Steel Ovens that can be placed anywhere.
Bread Racks, Proof Boxes, Pans and every necessity for the Bake Shop.
Write for General Catalog.
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THROUGHOUT THE DOMINION FOR
WELL KNOWN OLD COUNTRY
TOFFEES PRESERVES
BOOT POLISHES HEALTH SALINE
FLY-CATCHERS, ETC.
Apply EDWARD KIDD & CO.
1090 Hamilton St., VANCOUVER, B.C.

A want ad. in this paper will bring replies from all parts of Canada.

Write us for New Price List of
WINDSOR SALT
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, Manager

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

When writing advertisers kindly mention having seen the advertisement in this paper.

SWEEPING POWDER In Bulk only
"NO-DUST"
The strong disinfectant with pleasant, refreshing odor.
No-Dust Mfg. Co.
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have an established reputation for uniformity of quality and general excellence. Keep it displayed on your counter and watch the demand grow.

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The Canadian Grocer is in position to secure information on new lines in the grocery trade, and of novelties occasionally asked for in the grocery store.

Don't hesitate to write us. As a subscriber of The Grocer you are entitled to this service.

The Canadian Grocer

Montreal Toronto Winnipeg Vancouver

OLIVE OIL

The salad season is here. Olive oils are bound to be in good demand. Make a window display introducing a number of show cards, one of which devote to the medicinal qualities of this product. Results will undoubtedly be satisfactory.

MINERVA BRAND.

The very purest imported from Marseilles.

IN STOCK AND TO ARRIVE.

12 litre case. 2 5-gal. tins to cs.
12 qts. case. 6 2-gal. tins to cs.
24 pts. case. 10 1-gal. tins to cs.
24 ½ pts. case. 20 ¼-gal. tins to cs.
48 ⅛-gal. tins to cs.

N.B.—MINERVA BRAND OLIVE OIL is bottled and sealed under the supervision of the Official Director of the Laboratory of Marseilles. You can easily see how pure it must be.

CASTILE SOAPS.

Marseilles' Best.

LE SOLEIL BRAND.

In cases of 200 pieces, 7 oz., cs..$ 7.50
In cases of 200 pieces, 10 oz., cs.. 12.00
In cases of 100 pieces, 10 oz., cs.. 6.50
In cases of 50 pieces, ¾ lb., cs.. 3.75
In cases 50 pieces, 1 lb., cs...... 4.50
In cases of 12 bars, 3 lb., lb.... .09
In cases 25 bars, 11 lb., lb..... .08½

LA LUNE BRAND.

In cases of 50 pieces, ¾ lb., cs..$3.35
In cases of 12 bars, 3 lb..... .08½
In cases 25 bars, 11 lb., ... .08

ALWAYS IN STOCK.

Full assortment of Canadian Canned Goods and Imported Canned Goods, "SOLEIL" Brand.

Write for Quotations.

Laporte, Martin, Limitee
568 St. Paul St., - Montreal
Telephone Main 3766

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Can you estimate the value to your business of a concise, clearly-written and comprehensive review of business conditions and influences likely to affect them? A review on which you can rely for guidance in your business dealings? A review that covers the whole Dominion—and more? In short, such a review as is contained weekly in The Financial Post of Canada.

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TORONTO, CANADA

Offices:
MONTREAL TORONTO WINNIPEG VANCOUVER
LONDON, Eng. NEW YORK CHICAGO

COUPON (Groc.)

Kindly send sample copy of Financial Post to following address:

Name..........................

Street and Number ....

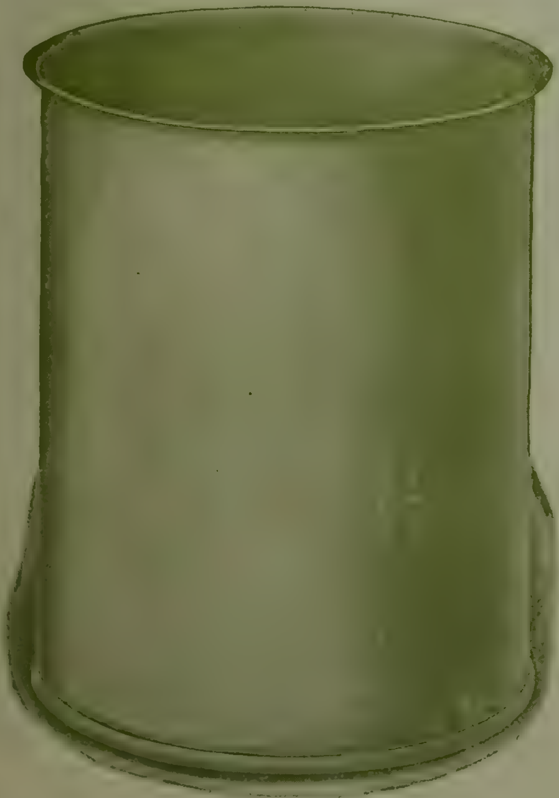
City or Town........ Prov. ....

good soaps—

WHAT better way can you invest your money than in a proposition that will return you 26½ per cent. profit, with a total elimination of the element of chance?

Grocers are turning thousands of dollars' worth of "Richards Pure" and "Richards Quick-Naptha" Soaps into good round profits every month.

You should share in these for the sale is sure as well as the profit being good. Sold through your wholesaler.



Sanitary Cans

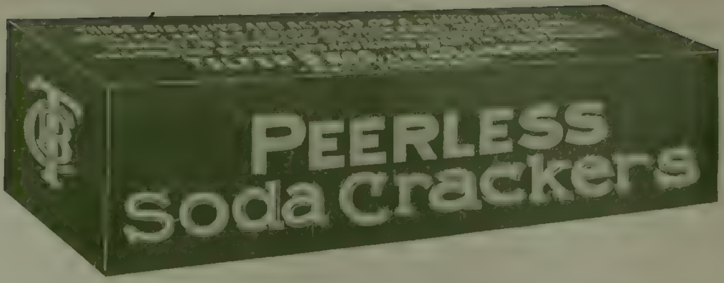
"The Can of Quality"

Tomatoes, Peaches, Pears, Plums, Apples.

Enamel Lined Cans for Strawberries, Raspberries, Beets.

Sanitary Can Co., Ltd.,

NIAGARA FALLS, ONT.



WHAT is more tasteless than Soda Biscuits that are stale? You may answer "stale peanuts," and you may be nearly right. They are in the same class.

TELFER'S Soda Crackers are always fresh and crisp, because they are packed while fresh and crisp in such a way that they retain their delicious crispness for a long period.

THE quality of Peerless Soda Crackers is second to none, and this point aids materially in placing this brand at the head of the Soda Cracker world.

Take advantage of our advertising, and profit by pushing Telfer's Products.

TELFER BROS.

LIMITED

Collingwood, Ontario

Branches :

**TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM,
BRANTFORD, EDMONTON**